A-WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, MARCH 5, 1931

One Hundred and Seventh Annual Statement

1824-1931

United States Fire Insurance Company

of New York Organized 1824

STATEMENT DECEMBER 31, 1930

LIABILITIES ASSETS

 United States Government Bonds
 \$4,507,900.00

 Other Bonds and Stocks
 21,965,004.00

 Bonds and Mortgages on Real Estate
 1,911,445.00

 Collateral Loan
 3,000.00

 Cash on Deposit
 1,844,047.70

 Premiums in Course of Collection
 1,772.363.38

 All Other Liabilities..... 802,504.80
 Cash on Deposit
 1,844,047.70

 Premiums in Course of Collection
 1,777,363.38

 Bills Receivable
 207,083.37

 Interest Accrued
 104,876.79

 F365.00
 525.00
 Capital \$ 5,000,000.00 Net Surplus 10,646,850.89 Reinsurance Due \$32,325,985,24

RISKS WRITTEN

Fire—Tornado—Automobile and Automobile Damage—Aircraft and Aircraft Damage Explosion—Riot and Civil Commotion—Sprinkler Leakage—Rain—Hail—Earthquake Inland and Ocean Marine—Fine Arts—Jewelry and Fur Floater (All Risks)—Parcel Post Use and Occupancy—Rents—Leasehold

One Hundred and Ninth Annual Statement

1822-1931

The North River Insurance Company of New York

Incorporated 1822

STATEMENT DECEMBER 31, 1930

ASSETS LIABILITIES United States Government Bonds.....\$ 2,712,080.00 Unearned Premiums \$ 8,498,315.50 15,077,413.00 726,300.00 1,169,224.37 Other Bonds and Stocks.

Bonds and Mortgages on Real Estate. All Other Liabilities.... 447,231,35
 Cash on Deposit
 1,169,224.37

 Premiums in Course of Collection
 1,143,960.12
 Capital\$4,000,000.00 Bills Receivable
Interest Accrued
Reinsurance Due 36,231.03 Net Surplus 6,370,934.59 46,582.92 \$20,914,670,44

RISKS WRITTEN

Fire—Tornado—Automobile and Automobile Damage—Aircraft and Aircraft Damage Explosion—Riot and Civil Commotion—Sprinkler Leakage—Rain—Hail—Earthquake Inland and Ocean Marine—Fine Arts—Jewelry and Fur Floater (All Risks)—Parcel Post Use and Occupancy—Rents—Leasehold

= CRUM & FORSTER =

110 WILLIAM STREET, NEW YORK

Western Department FREEPORT, ILLINOIS F. M. Gund, Manager

Southern Department ATLANTA, GEORGIA Hines Bros., Managers

Pacific Department SAN FRANCISCO, CAL. Ward S. Jackson, Manager

Carolinas Department DURHAM, NORTH CAROLINA Cobb & Glass, Managers

Allegheny Department PITTSBURGH, PA. George W. Unverzagt, Mgr.



Advance Showing of Windstorms.

You are quite helpless to prevent its sudde and destructive visit with its accompanion wreckage and ruin.

But you can and should insure y against the financial loss which the wanto brings. Let us protect your property. W windstorm insurance to fit every need.

Agent's name and address her



EDAM J B.O.M. YEE PRESENT

OF BERNESS, V. VET PRESENT

OF

A.

WHAT PROVISION HAVE YOU MADE

against a tornado? In a moment's time one of these terrific storms may lay our entire community up ruin.' Homes and business structures are often torn to bits by the fury of these winds, and hundreds of families are turned into homeless refugees.

After the storm comes the question of rebuilding and it is then that a windstorm insurance policy provenits worth.

Don't put off this matter of windstorm insuran

Agent's name and address here



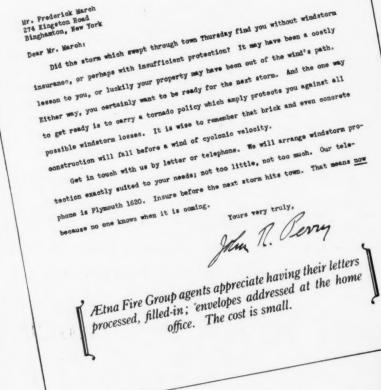
TOO LATE

to grab your telephone and arrange for windstorm insurance when you see the storm cutting a path of destruction toward your property

But it's not too late now, before the storm, to call us. Let this experienced agency plan your protection against windstorm losses. Then if a storm wrecks or damages your home or business property, a sound insurance company will take care of the

Agent's name and address here

Three of a series of attention getting newspaper advertisements.



Spring windstorms will soon be howling down upon us—to be followed by Summer, Fall and Winter blows. Will your clients be ready with complete tornado and windstorm insurance protection? We help Ætna Fire Group agents to put their prospects in that enviable state. How? Newspaper advertising; posters, large and small; sales letters, processed, stamped and addressed for them at a nominal cost; unusual folders; all working toward the agent's follow-up. We claim no miracles for this windstorm campaign, but we know that if carefully followed out it puts good business on the books.



Folders that are distinctly different; attractive, compelling.



THE WORLD FIRE AND MARINE INSURANCE CO.
THE CENTURY INDEMNITY COMPANY

HARTFORD, CONNECTICUT
PIEDMONT FIRE INSURANCE COMPANY, CHARLOTTE, N. C.



THE NATIONAL UNDERWRITER. Published weekly by The National Underwriter Company. Office of publication, 175 W. Jackson Blvd., Chicago, Ill. Thirty-fifth year. No. 10, Thursday, March 5, 1931. \$4.00 a year, 20 cents per copy. Entered as second-class matter April 28, 1928, at postoffice at Chicago, Illinois under act of March 3, 1879.



An America Fore Jewelry Policy Is The Surest Protection.

The AMERICA FORE GROUP of THE CONTINENTAL INSURANCE COMPANY AMERICAN EAGLE FIRE INSURANCE COMPANY

ERNEST STURM, Chairman of the Boards PAUL L. HAID, President

Insurance Companies FIRST AMERICAN FIRE INSURANCE COMPANY MARYLAND INSURANCE COMPANY MARYLAND INSURANCE COMPANY OF DELAWARE

Eighty Maiden Lane,

THE FIDELITY AND CASUALTY COMPANY
ERNEST STURM, Chairman of the Board
WADE FETZER, Vice Chairman
PAUL L. HAID, President

New York, N.Y.

DALLAS

MONTREAL

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA





Office Address

102 MAIDEN LANE

As of March 1st, the Executive Offices, Casualty Index and New York City operating departments are located in the new building at 102 Maiden Lane, New York. All departments and individuals formerly located at 80 Maiden Lane will be found at the new quarters.

The telephone number remains the same; JOhn 4-3340. There are increased telephone facilities.

After eighteen years at the old address, the demands for increased space have necessitated the change. The new quarters comprise over 10,000 square feet on the entire tenth floor and part of the ninth floor at 102 Maiden Lane. It is now possible to allot adequate

working areas to all the rapidly growing departments and to the enlarged Executive Offices. The result will be comfortable working conditions and a smoothly functioning organization.

A cordial invitation is hereby extended to call at the new home office plant for a visit and an inspection of the

The nationwide facilities of The Hooper-Holmes Bureau are devoted to the compiling of Moral Hazard Inspection Reports for insurance underwriting, credit, commercial and employment purposes and Claim Reports. ~ ~ ~ ~ ~ ~



Established 1800

THE HOOPER-HOLMES BUREAU, INC

Thirty-

Livi

Greed

THRE

Cancell

Thos Rapids Michig Michig tion, w Livings their h Mr. Li Michig preoccuunderv been w compa prevale that M with the

Detroi which \$30,000 The shortly a company t

though

"So ingsto regard questi mate crease compatermin source public be fo

source public be for cance of the Mr enfor bers Geor

perts great which For i fires suran

Mr these risks, that sough

The National Underwriter

Thirty-Fifth Year No. 10

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, MARCH 5, 1931

\$4.00 Per Year, 20 Cents a Copy

Livingston Is on War Path Today

Greed for Volume, He Says, Causes Underwriting to Be Abandoned

THREATENS TO STRIKE

Cancellation of License May Be Penalty of Companies Which Write Questionable Business

Those field men attending the Grand Rapids sessions of the Blue Goose and Michigan Fire Underwriters Association, who conversed with Commissioner Livingston will undoubtedly transmit to their home offices the intelligence that Mr. Livingston is on the war path. The Michigan commissioner seems to be preoccupied with one idea today - that underwriting of Michigan business has been very largely abandoned by some companies; that arson is perhaps more prevalent there than ever before and

prevalent there than ever before and that Michigan citizens are threatened with the cost of higher loss ratios.

One event in particular seems to have crystallized Mr. Livingston's thought on the subject. That is the loss recently of the roadhouse of a notorious Detroit gangster, upon the contents of which one of the big companies carried \$30.000.

The disclosure of the insurance came shortly after the commissioner had seen a communication from the same com-pany to its Michigan field men demandpany to his archigan literature in greenium increase of from 15 to 20 percent this year with the penalty of dismissal implied for failure to produce.

Volume at All Cost

"Some of the companies," Mr. Livingston declared, "are calling for volume regardless of cost. Moral hazard is not questioned. Despite the fact that legitimate values, upon which premium increase could be based, do not exist, some companies in their greed are decompanies. companies, in their greed, are de-termined to get income from improper sources. This is detrimental to the public welfare and if it continues I may be forced to take steps looking to the cancellation of licenses of two or three of the worst offenders."

Mr. Livingston's sentiments were re-enforced by the testimony of two members of the efficient Detroit arson squad, George W. Smith, in command, and Wm. F. McDonald. Both of these experts complained that their work is greatly hampered by those companies which cover property of "repeaters." For instance, a man who has had fifteen fires in three years is still getting in-

Not Accommodation Risks

Mr. Livingston does not believe that

Uniform Commission Goal F. U. A. P. Meets

New Jersey Agents Hear Companies Are Seeking 20 and 25 Percent Limitation by Law-Executive Verifies Report—Bill Introduced in Texas

TRENTON, Feb. 27.—Bills affecting | company chiefs actually decide to offer insurance interests now pending in the state legislature, and other measures state legislature, and other measures reputed to be in preparation supplied the center of interest at the semi-annual meeting of the New Jersey Association of Underwriters.

Not since the hectic period when members of the organization determined upon the preparation of a bill compel-ling the payment of uniform commisling the payment of uniform commissions throughout the entire state—which measure has been a law for several years—have the local men been so stirred as was the case when one of their number, near the conclusion of the business session, advised that he had been told by an officer of one of the foremost fire companies in New York City that the company executives planned drafting a bill limiting to 20 per cent the commission any company might legally pay on general fire lines, and to 25 per cent the commission on automobile and tornado business. When queried in the matter the chairman of queried in the matter the chairman of the association's legislative committee stated that he had just learned that such intended legislation was considered by the big men in company councils, and asked for an executive session of the organization in order that the subject might be freely discussed, without the embarrassing presence of company officers, special agents or press representatives, a number of whom were in attendance.

Took Secrecy Pledge

What took place in the closed session is, of course, a matter of pure conjecture, the agents being cautioned to secrecy. It was known, however, that the local men determined to fight to the full extent of their power any such legis-lation if it actually makes its appearance, and that key men in each of the 20 counties of the state would be named, each to be constantly upon the alert for the appearance of any measure construed as hostile to the interests of the agency

hostile to the interests of the agency body, and to exert every possible in-fluence to encompass its defeat. A careful check-up of the legislative calendar disclosed that no such bill as was mentioned had yet made its appear-ance in either the senate or the house. It was not known whether, should the

for volume. The commissioner did not criticize the field men in this situation. They are "on the spot," he said. Their jobs depend upon getting an increase, and the only source of increase in regular fire business, he believes, is from values or pseudo values that should not

"Fifty percent of the incendiary fires in Detroit," Sergt. Smith declared, "in 1930 and for the first two months of 1931 have involved property of repeat-Mr. Livingston does not believe that these improper lines are accommodation risks, assumed for agency reasons, but that they constitute business deliberately sought by the companies in their thirst

measure along the reputed lines, would be offered through the medium of a new bill, or as an amendment to a measure now in the legislative mill. While the period for the introduction of new bills in the New Jersey legislature expired some days ago, it was conceded that little difficulty would be experienced in securing unanimous consent to offer additional measures, such concession be-ing readily granted as a rule under the exchange courtesy practice among the legislators.

Roused to Fighting Pitch

The assurance that a limitation by statutory enactment of going commis-sions in New Jersey was seriously contemplated by company executives not only aroused the local men to fighting pitch, but will doubtless be used very pitch, but will doubtless be used very effectively by the association manage-ment in the campaign for additional members to the body which they had already planned and to urge which a strong circular letter is shortly to be sent each of the 12,000 agents in the state, not now affiliated with the organ-

INTERVIEW WITH EXECUTIVE

NEW YORK, March 4.-When he Was asked by a representative of The NATIONAL UNDERWRITER as to the reported intention of the company managers to seek an amendment to the present New Jersey commission law limiting the figures with which fire com-panies could pay upon either the general fire lines, and on tornado and automobile business, the chief executive of a prominent corporation admitted that such a program had been considered. "Managers have been alarmed," he stated, "at the steady advance in the expense element of the business, the average ratio having increased materially during the past decade and still showing an upward trend, with the result that today almost one-half of every premium dollar is spent for the acquisition and servicing of business."

He recalled that the insurance com-missioners at their gathering in Chicago after an extended investigation into the expense element in fire underwriting concluded it "presented a picture that might well be viewed by alarm by company officials and insurance commis-

"It is confusing," he continued, "to speak of the New Jersey law as a uni-form commission measure; in that it does not stipulate that all companies pay the same compensation scale, but in-stead requires that each office, having decided what its rate of commission will be, grant the same figures to all of its representatives in the state; whether they be located in such centers as Newark, Jersey City or Camden, previously 'excepted cities' and allowed a higher commission than that paid elsewhere, or in rural communities. All Eastern

(CONTINUED ON PAGE 16)

in San Francisco

Coast Underwriters Association in Fine Condition Financially and as to Membership

ROSTER STANDS AT 681

Varied Program of Addresses and Discussions on Current Problems Feature Big Gathering

NEW OFFICERS ELECTED

President—H. B. Speer, special agent Atlas Assurance, Seattle. Vice-president—J. H. Martin, superin-tendent of agencies, National Liberty, San Francisco.

San Francisco.

Secretary-treasurer—H. B. Mariner, assistant manager American of Newark,
San Francisco.

Librarian—Mrs. J. P. Moore (reelected).

SAN FRANCISCO, March 4.-A representative attendance greeted President George V. Lawry when he officially opened the 55th annual meeting of the Fire Underwriters Association of the Pacific Coast here Tuesday morning. That the association is in excellent condition both financially and as to membership, which now numbers 681, was demonstrated by the reports of the various officers.

The opening session was saddened by the absence on account of illness of Mrs. J. P. Moore beloved 85-year-old librarian, whose report was presented by F. J. Perry, member executive committee.

Many Notables Present

Notables at the speaker's table at the banquet included J. G. McQuarrie, Utah commissioner; Clare A. Lee, Oregon commissioner; John R. Dumont, manager Interstate Underwriters Board; R. P. Barbour, United States manager Northern Assurance, together with local officials of the National Board, Fire Chief Brennan and Prof. A. H. Mowbray. representing Commissioner E. bray, representing Commissioner E. Forrest Mitchell. The principal address of the evening was by George J. Pres-ley, executive vice-president San Francisco chamber of commerce.

Committees appointed are:
Executive—G. V. Lawry, superintendent Pacific Coast underwriting division Travelers Fire, San Francisco, chairman; F. J. Perry, assistant manager Royal; William Deans, Selbach & Deans, Deans, Deans, Deans, Deans, Deans Deans; T. H. Anderson, manager Liverpool & London & Globe; G. E. Townsend. Fund. assistant secretary Fireman's

Educational—J. I. Thomas, secretary District "B," Pacific Board, chairman; G. E. adding, city manager National Liberty; J. H. Rea, superintendent im-proved risk department, North Amer-W. C. Frost, adjuster Fireman's

Michigan Ganders in Silver Party

Reminiscences Rule as Veterans Observe 25th Anniversary of Pond

MEMBERSHIP PROPOSAL

Movement to Admit Casualty and Marine Men Is Revealed by W. T. Benallack

By LEVERING CARTWRIGHT

Information that a proposal will be submitted to the Blue Goose grand nest gathering in September for the admittance of casualty and marine special agents to membership was brought to the Michigan pond at its silver anniversary round-up in Grand Rapids by W. T. Benallack, secretary of the Michigan Fire & Marine and wielder of the Michigan pond.

Mr. Benallack read to the members of the Michigan pond a letter from W. E. Mallalieu, manager of the National Board and chairman of the Blue Goose jurisprudence committee, in which he tated that considerable sentiment exists in favor of admitting casualty and marine men. The idea of those advomarine men. The idea of those advo-cating the change, according to Mr. Mallalieu's communication, would be that it would insure perpetuation of the order. He said that their proposal will be submitted to the grand nest.

Hubbell Favors Idea

J. J. Hubbell, Security of Connecticut. retiring most loyal gander of the Michigan pond, said that the casualty and fire business is getting more closely associated each day and he indicated that he was in favor of the change. He suggested that personal letters be addressed to the officers of the various

ponds, asking them to give their opinion.

There was much informal comment
on the suggestion, some of the members expressing the belief that it would be better, if there is to be an expansion, that marine special agents be admitted first. After they had been absorbed in the Blue Goose, the members would be in a better position to know whether the inclusion of casualty men would be de-

The silver anniversary of the Michigan pond, which is justly proud of its spirit and enthusiasm, attracted a sizeable crowd of members, although not as many as had been hoped.

Tuesday morning was devoted to a short session of the Michigan Fire Underwriters Association. In the afternoon initiations were conducted, following which a Blue Goose business session

Walter Wolf, who has served as sup ervisor of the flock, was in line to be most loyal gander, but Mr. Wolf sub-mitted his resignation in view of the fact that his work for the Lumbermen's of Philadelphia required that he spend much of his time in Illinois as well as Michigan, so that he could not give proper attention to Blue Goose affairs, Accordingly Ray N. Menzies, Great Accordingly Ray N. Menzies, Great American, who had been custodian, was elected most loyal gander. Supervisor of the flock is W. H. Gabriel, National of Hartford; custodian, C. B. Burr, Crum & Forster; guardian, Floyd H. Crum & Forster; guardian, Floyd H. Clark, Atlas; keeper, George A. Kessberger, adjuster for the Hartford; wielder, W. T. Benallack.

Messages of sympathy were sent to Mr. Kessberger and N. L. Spencer,

(CONTINUED ON PAGE 38)

Heads Company



D. P. LEMEN

At the annual meeting of the Queen City Fire of Sioux Falls, S. D., D. P. Lemen, who has been secretary-treas-urer for some time, was elected president. Mr. Lemen has been very active in the Blue Goose as well as in company affairs and is now most loyal gander of the Dakotas pond.

Mr. Lemen started with the North-western F. & M. in 1906 and joined the Queen City in 1915 as secretary and

manager.
C. L. Nelson was advanced from assistant secretary-treasurer to secretary and assistant treasurer J. H. Klinkenborg was made superintendent of agencies and M. T. Woods, associate counsel.

F. C. Crawford Advanced

Fred A. Crawford, for some time special agent in south Texas for the Great American and Massachusetts F. & M., has been called to the head office of the companies in New York City as superintendent. He will be succeeded in the field by R. I. Bounds, a seasoned special and one very familiar with consequences. special and one very familiar with con-

Peace Along Delaware Is **Expected Late This Month**

AGREEMENT NEARLY REACHED

Agents and E. U. A. to End Years of Bickering and Dickering by Signing Pact

PHILADELPHIA, March 4.—All that remains to bring peace along the Delaware between agents and the Eastern Underwriters Association is signing of the new agreement. After years of dickering, of giving in on both sides, an agreement has finally been reached which is said to be satisfactory to all concerned.

Where at the beginning there were many points of argument, notably an increase in commission scale and a retroactive definition of an agent, all these points are now said to have been settled.

The Philadelphia agent's committee

The Philadelphia agent's committee last December worked up a brief which was turned over to the E. U. A. territorial committee. As far as can be learned, the E. U. A. found the brief acceptable but asked that the matter be tabled until after the first of the year annual statement rush was over. It can be said that there is no question regard-ing the acceptance of the commission

Definite action by the agents will not be taken until one of their committee members returns from California, when it is expected the territorial committee will be ready with its acceptance and at that time the new agency agreement will be signed and the terms divulged.

Percy H. Goodwin, president National

Association of Insurance Agents, will be in Philadelphia the latter part of this month to address the Philadelphia association. It is believed that part of his talk will deal with the new agreement.

Potomac to Write Marine

The Potomac has opened a new inand marine insurance department under the management of L. J. Hart, who has been appointed superintendent at the head office in Philadelphia. Mr. Hart has had 23 years' experience in the marine underwriting field, starting with the British & Foreign Marine, with which he was associated for many years. which he was associated for many years.

Commission Case Viewed by Lawry

F. U. A. P. President Points Out Danger in U. S. Supreme Court Decision

REDUCTION TREND SEEN

Optimistic Note Struck in Pacific Coast Meeting in Spite of Some Troublesome Factors

Attention of members of the Fire Underwriters Association of the Pacific was called at the annual meeting in San Francisco this week by President G. V. Lawry to the recent decision of the United States Supreme Court that since the commission is a part of the rate and states have the right to regulate rates, they also have the right to regulate commissions.

Mr. Lawry said it is still too early to foresee the results of this decision but not much imagination is required to envision the next acquisition cost conference of the National Convention of In-surance Commissioners bringing a recommendation to legislatures to limit and restrict commissions. They are not likely to advocate an increase, he says, and perhaps it may be only with their help that companies can hope to solve problem of excepted cities in the west and east.

Expects Underwriting Profit

Although premiums were off and expense ratios up last year, he noted, losses were moderate, and he said when all figures are in it is likely the companies will show an underwriting profit on the Pacific Coast. There were no conflagrations and no earthquakes.

Few important changes were made in Pacific Board rules last year. The term rule was extended to earthquake insurance; the gas explosion clause was adopted and I. U. B. forms were made

available for use on provisional policies.

Mr. Lawry said most members were agreeably surprised to find that collections were not much more difficult than usual. He commented on the "disusual. He commented on the "distinctive Pacific Coast practice" of deviating from rate filings, especially in Washington where competition has forced companies to such extremes there is no profit left in the business. From 1925 to 1929 the average rate in that state has come down 26 percent, he reported, and in the latter year it was lower than the average rate in California. In five years it dropped from 1.40 to 1.03 and in 1927 alone it went from

Cuts in Other States

In the other two rate filing states, Idaho and Oregon, reductions in these figure of the series of the coast states the average recent in California and Montana, 5.5 percent in California and 10.2 percent in Utah, as compared with the average drop was designed to the coast states the average drop was considerably less, being 2.6 percent in Montana, 5.5 percent in Nevada and Arizona, 6.2 percent in California and 10.2 percent in Utah, as compared with the average reduction throughout the the average reduction throughout the United States of 8.2 percent. He expressed hope that the order of the Washington commissioner last year for all companies to withdraw all deviations filed subsequent to 1927 would bring the average rate in Washington back approximately to where it stood in 1927, or about 1.27

proximately to where it stood in 1921, or about 1.27.

Mr. Lawry commented on the effect of the bull market, market crash and business depression on fire insurance. He expressed pride in the record of (CONTINUED ON PAGE 38)

CONDENSED NEWS OF WEEK

New Jersey agents, in session at Trenton, hear that company executives are promoting a program to institute by law uniform commissions of 20 percent on fire and 25 percent on automobile and

H. B. Speer of Seattle, special agent of the Atlas, is elected president of the Fire Underwriters Association of the Pacific.

Fred Maccabe of the Automobile finds ome encouragement in the marine field the fact that there is a disposition or housecleaning on the part of under-

Agents' qualification bill, violation of rate law and other issues are discussed by New Jersey Association of Under-writers in session at Trenton. Page 5

Underwriters today must give closer scrutiny to dwelling risks, according to Olaf Nordeng, secretary of the Automobile of Hartford.

Page 5

President Lawry of F. U. A. P. gives fine analysis of business at annual meeting of organization

Page 4

J. R. Dumont explains operations of Interstate Underwriters Board in address to Fire Underwriters Association of Pacific.

dress to ring of Pacific. * * * *

Important features of report of Wisconsin legislative committee investigating fire insurance rates are presented.

Page 12

Vast amount of selling ideas, observa-tions and reviews of the business pre-sented at conferences of field men for the Automobile and Standard Fire.Page 8

Commissioner Livingston of Michigan complains that underwriting of Michigan business has been abandoned by some companies in their greed for volume and threatens cancellation of license. Page 3

Peace expected along Delaware between agents and Eastern Underwriters Association; agreement reported reached on agency pact.

Page 4

m agency pact.

* * *

Improvement in fidelity situation

Page 37

J. A. Beha stresses stabilizing effect of National casualty bureau at local agents' meeting in Trenton, N. J. Page 37 * * *

Movement to obtain broader authority for the Chicago branch of the National Bureau of Casualty & Surety Underwrit-ers is advanced by branch managers and general agents.

Page 37

President Carl M. Hansen of the International Reinsurance Is consulting with attorneys in Chicago in an attempt to work out the problem created by the guarantee bonds, which his company issued, for Darby Day undertakings. Page 39

Reaction of surety companies to pro-osal for ball bond bureau in Chicago cuntavorable. * * * * Agreement is reached in regard to de-ository bond situation in Wisconsin. Page 20

George Goodwin, Connecticut General Life, reelected chairman of Bureau of Personal Accident & Health Underwrit-ers at annual meeting in New York. Page 39

by his execu while the b associ lation he ha

bers.

law :

March

Imp

Violat

NEW

Associ

mit '

TRI

dent 1

fore tl

derwri

spoke

numb canva polic wise lines grou state rime repre agen that be to Wat

> ioin resu

> > Jers has it d

Important Issues Confront N.J. Men

Violation of Rate Law, Qualification Bill Discussed at Trenton

NEW BILLS ARE WATCHED

Association Indorses Measure to Permit Writing Additional Lines Without Specific Amendment

By GEORGE A. WATSON

TRENTON, N. J., March 4.-President H. B. Nelson in his address before the New Jersey Association of Underwriters at its mid-year meeting here spoke most appreciatively of the character and extent of the work performed by his associates, notably those of the executive and of the legislative committees, and held it manifestly unfair that while the association was laboring for the best interests of the agents of the entire state, only a small percentage of them (428 to be exact) belong to the association, the remainder "riding free."

Law Violations Cited

President Nelson referred to the violations of the Ramsey law, with which he had already dealt in a letter to members, and again asked their aid in checking the practices. While the New Jersey law specifically names rates at which business in the state may be written, a business in the state may be written, a number of mutuals and reciprocals, and especially the latter, have been actively canvassing for risks at cut rates and upon forms not sanctioned either by the statute or by sound underwriting policy. Some stock companies are likewise suspected of resorting to writing lines at less than the established rates, by using the facilities of such of their group affiliates as are not entered in the state. The evil, long in evidence, has been growing of late to the serious determined. been growing of late to the serious detriment not alone of the regularly authorized companies but of their accredited representatives as well. Companies and agents are alike concerned in stamping out the vicious practice and their aid to that end was sought. All evidence will be turned over by Mr. Nelson to Leon Watson, the official state rater, and by him handed to the New Jersey department for prosecution.

Executive Committee Report

For the executive committee, its chairman, A. V. Livingston, recited the outcome of the various gatherings held jointly with members of the state legislative committee during the past three months, and of the satisfactory results that might reasonably be expected to

It was decided to revive the conference and grievance committee of the association, which has not been active. Since the opening of the present New

Jersey legislative session the committee has examined 672 bills; only 29 of which it developed affected the conduct of insurance affairs. The purpose of each of the latter measures were touched upon in outline by H. L. Godshall, chairman of the legislative committee.

Agency Qualification Bill

Of paramount concern is the agency qualification bill, upon which the local men have been working for about two years, and which they have now whipped into conformity with the ideas of the department. Association members were strongly counseled to follow it closely strongly counseled to follow it closely and advocate its support by their legis-

(CONTINUED ON PAGE 35)

Remittances From and to Home Offices in 1930

The remittances of United States branches of foreign companies from and to the home offices in 1930 follow:

	From	To.
British & Foreign \$	577,634	\$ 750,953
British America	20,041	161,349
Atlas Assurance	103,024	318,320
British General		63,939
Century	236,450	251.365
Caledonian		236,951
Christiana Gen		236,951 857,229
Commercial Union	334,673	1,484,373
Fuso Marine & Fire		42,734
Fonciere		12,818
Halifax		
Indem. Mut., Maine.	23,931	111,675
London & Provincial		4,500
London & Scottish	1,062	125,514
London & Lancashire		710,355
Law Union & Rock	3.705	109,698
Maritime	10,369	109,667
North Brit. & Merc	500,000	1,544,140
Northern Assur	4,226	604,688
Netherlands	168,745	19,659
New Zealand	14,320	112,875
New India		95,985
Phoenix Assur	27,625	28,696
Ocean Marine	3,857	115,807
Palatine	364	180,518
Reliance Marine	4,393	81,983
Queensland	157,164	85,281
South British	760	14,972
Sun	666,653	1,415,079
State Assurance	15	4.945
Swiss Reins,		350,000
Switzerland Gen	23,094	79,692
Standard Marine	944.517	1.050,508
Tokio M. & F	1,372,168	434,404
Union Marine	94,904	153,991
Union	117,961	40,532
Union Assur	531	142,136
Western Assur	33,967	245,200
Yorkshire	9,967	74,980

Eberle Also Given Kansas

Effective March 1, Kansas was added to the territory controlled for the Stuy-vesant group of companies by the Okla-homa City general agency of W. M. Eberle & Co.

Closer Underwriting of Dwelling Risks Needed

on the rubber stamp basis, according to Secretary Olaf Nordeng of the Automobile, who addressed the western field conference of his company.

The heavy losses in the dwelling risks during the business depression have caused underwriters to question to what extent moral hazard exists in every risk rather than does moral hazard exist

at all, he said.

Mr. Nordeng reported that the Automobile was planning to keep a record of the losses it has escaped to check up the value of the underwriting work of field men and the special report of the Retail Credit Company and Dun and Bradstreet. Mr. Nordeng said that the work the field man does in an under-writing way is his most important task outside of production.

Balanced Viewpoint Needed

Mr. Nordeng advocated sending special agents into the home office to sit in examiners' desks and sending examiners into the field, so that a balanced point of view may be gained by both. He and it was useless merely to hope that an agency which has given a consistently bad loss ratio, is going to improve on its own initiative. "It won't improve unless we do something about he said.

Underwriting is being based today more and more on the agency rather than on the class. If an agency is

Underwriters of today must devote greater attention to classes which here-tofore have been written pretty much to the with pretty much to the with the respective to the state of the state that the special agent should not stop in underwriting where he thinks an un-derwriter should begin. "We are all underwriters, whether in the field or in the home office," he declared.

Vice-President J. K. Hooker

This point of underwriting by agencies was also emphasized by Vice-president J. K. Hooker. He said the field men must participate in the underwriting by selecting the right kind of agencies, insuring the individual characters. "The right kind of agent doesn't pick up business that burns," Mr. Hooker declared.

He suggested that special agents send

He suggested that special agents send a letter of appreciation to local agents, whose loss ratio has been favorable. On the other hand an agency which over a five year period has shown a high loss ratio should either be corrected or taken

Mr. Hooker warned that in these days Mr. Hooker warned that in these days of a return to underwriting consciousness on the part of the companies, a great deal of undesirable business will be dropped and it will require 24-houra-day diligence to escape taking the undesirable business which will be shopped

around.

Mr. Hooker paid his respect to the cigarette losses. He reported that the Automobile paid 2,226 claims for \$101,-000 in 1930. That indicates that

(CONTINUED ON PAGE 35)

FIGURES FROM DECEMBER 31, 1930, STATEMENTS FIRE COMPANIES_____

١,										
			Gain in	Reins.	Gain in			Gain in	Losses	Loss Ratio
	-	Assets	Assets	Res.	Reins. Res.	Capital	Surplus	Surplus	Paid	Percent
L	American Alliance 8				-\$ 143,110			3-715,609	\$ 813,929	52.50
	Amer. Auto. Fire	3,367,731	116,860	1,730,824	-60,379	500,000	467,087	62,489	1,663,574	46.41
	Associated F. & M	1,764,084	56,103	371,811	140,648	500,000	500,0004		130,729	32
	American Founders	320,946	-41.798	13,888	-7.249	250,000	54,892	-31,525	6,873	8.5
	Associated Reinsur	1.542,759	-42,880	675,747	93,796	400,000	326,737	-197,618	388,197	53.76
	Atlantic Fire, N. C	614,883	101,842	232,365	23,170	250,000	99,075	62,590	30,093	
	Baltica	2,648,211	66,573	1,428,170	139,662	200,000	725,511	149,662	799,664	54.9
П	Bankers & Mer., La.,	1,186,369	37,533	290,363	47,463	400,000	431,604	-41,442	152,682	44.0
1	British America, N.Y.	3,106,490				200,000	1,043,373	551,834	856,938	444
	County Fire, N. Y	2,295,188	110,680	515,362	89,827	1,000,000	672,536	-200,326	205,894	45.2
	Detroit National	587,177	-23,869	186,232	-8,323	200,000	190,405	-5,307	94,982	58.4
1	Eagle Fire, N. J	5,985,530	495,073	2,253,752	-125,143	1,600,000	1,600,000	100,000	1,206,453	58.3
	Equity Fire, Mo	957,476	-20,129	85,664	-48,975	200,000	628,485	148,609	68,605	63.2
П	Fire Association, Pa.	25,723,903		12,101,547		5,600,000	5,523,951	4,652,774	5,487,747	10.00
	Fulton Fire	1,703,442	186,882	264,382	264,382	500,000	885,066	-131,194	103,894	19.7
1	Globe & Rutgers	87,416,301	-18,575,240	27,340,139	536,993	7,000,000		-14,205,646	19,496,737	59.9
П	Great American	55,934,323	$-6,500,592^{\circ}$	19,170,246	-1,807,983	16,300,000	16,383,805	$-4,780,272^{\circ}$	9,628,735	54.7
1	Hamburg-Amer	2,482,631	576,970	1,195,239	-179,520	300,000	682,638	-371,880	924,667	72.7
П	Hanover Fire	19,355,569	-4,348,145	5,023,265	603,849	4,000,000	9,036,735	-3,766,213	2,479,970 1,796	56.5
1	Homeseekers, W. Va.	263,765	7,416	832	04 554	200,000	52,587	6,183	185,828	40.0
	Industrial, Tex	773,932	16,499	281,540	81,574	300,000	130,024	-94,451	2,431,057	
1	International	7,765,547	17.000	3,828,082	100 500	1,000,000	2,000,312	45 614	61,640	37.4
1	lowa Fire	398,738	-17,323	112,974	109,702		174,914 824,812	45,614 $-50,407$	271.091	31.8
	La Salle Fire	2,018,852	-61.343	581,698	132,111	500,000	1.225,495	2,626	468,459	
1	Law Union & Rock	2,735,823		0 550 177	491 046		2,889,148	-293,011	2.021.823	53.3
	London Assurance	7,825,669	-888,747	3,556,177	421,946		4.135,992	104.037	1.450.808	30.0
1	London & Lancashire		-372,830 -585	466,700	-32,284	200,000	521.181	-12,991	277,270	17.0
1	London & Provincial	1,270,584 $1,809,994$	-138,616	635.194	-53,805	400,000	623,236	58,030	111,312	54.5
1	London & Scottish	2,254,771	524,920	632,839	-36,191	1,000,000	539,104	-31,120	266,325	48.3
	Manhattan F. & M Manufactur, Fire, Pa.		-30,542	002,000		200,000	240,223	-43,181	11,944	10.0
1	Mass. F. & M	2,573,058	-373,383	383,433	32,620	1,000,000	1,079,013	-251,874	159,500	46.6
1	National, Colo		5,261	000,100		75,000	46,507	16,579	13,931	34.2
1	New India	1,473,301	0,201	492,044		200,000	631,312		297,174	
1	No. Carolina Home		-70,577	609,135	-49,971	1,000,000	1,135,176	-25,659	317,226	54.5
1	North Star		-607.132	1,358,911	-300.825		936,885	-599,0338	887,991	77.2
1	Ohio Casualty		-479,458	1.310,990	264,578		523,999	23,371	1,589,982	
1	Orient		-200.254			1,000,000	2,708,821	-126,814	997,183	
1	Pacific American		222,794	531.349	191.528	1,050,000	3,268,531	-158,740	80,366	
1	Patriotic		459,510	808,030	93,174	1,000,000	564,642	-237,073	362,904	
П	Penn Gen. Fire					200,000	108,747	-21,252	2,668	
1	Pilot Reins	4,499,652	682,997	1.401,322			1,178,562		764,363	
1	Preferred Auto	614,447	-24,457	191	85		79,758		222,479	
1	Prudentia Re- & Co.		-953,655	4,521,988	-605,397		1,300,000	431,201	2,756,618	
1	Quaker City Fire, Pa.			49,929			582,537		366	
1	Reinsur, Salamandra		-1,431,587	2,005,009			931,493		1,327,717	
1	Reliance, Pa			365,878		1,000,000	351,539		571,145	
	Rochester American.		-164,627	438,213	-38,139		1,522,929		208,471	
1	Safeguard	2,455,177	331,989	740 400	400 010	500,000	1,192,975		214,001	
	Seaboard F. & M		685	740,408			602,615		263,835	
1	Skandinavia	2,187,097	-439,701	1,078,171			667,739		741,807 592,874	
-	Standard Fire, N. J	3,032,811	-134,759	1,543,473			676,680 1,923,038		2.044,437	
-	Sun		847,669 294,017	4,045,058			280,426		152,268	
1	Sun Under		-271,906	611.342			454.172		304,671	
	United American		-723,242	2,383,002			1.779,143		2,155,981	
	U. S. Mer. & Ship			289,515			320,599		564,564	
	Western, Canada			202,010			1.903.185		1,398,236	
1	Yorkshire		-298,293	2,190,339	-161,741	200,000	2,033,113		1,386,339	
	Torkshire	1,000,000	200,200	4,100,000	101,141	200,000	6,000,110	111,010	*,000,000	00.04

*Also voluntary reserve of \$348,746.
*Reduced by transfer of shares of affiliated companies' to Great American Investment Co., whose assets were \$9,270,040 Dec. 31, 1930, whose stock is held for benefit of stockholders.
*\$400,000 of decrease due to payment of 100 percent stock dividend.
*Incurred.

March

Question and Answer Column

All are invited to send in their problems: they will be given our most careful attention.

QUESTION: A property-owner having a two-car, uninsured garage, permits his neighbor to keep his car therein without charge. Fire, believed to have originated in the neighbor's car, destroys the garage. Can the Company carrying the Property Damage on the neighbor's car be required to pay for the garage?-A. L., Minneapolis, Minn.

ANSWER: Automobile Property Damage Insurance covers the Assured's legal liability to other persons for the injury to or destruction of the property of such persons resulting from the ownership, maintenance or use of the automobile described. Therefore, if it can be proven that the fire actually originated in the neighbor's car, and that he is legally liable, his Company would pay.

QUESTION: The standard fire policy provides that the Company shall in case of damage by explosion, be liable only for the resulting fire damage. If an explosion blows out an outer wall does this not void the fire policy under the provision of the fallen building clause?-D. D. S., Dallas, Texas.

ANSWER: No. The policy excepts loss by explosion but provides that if fire ensues, the policy is liable for the fire damage only.

QUESTION: The Associated Industries own a four-story building. They also operate a jewelry shop on the first floor under the name of the Associated Manufacturing Company. On the second floor they operate the Associated Box Company. On the third floor they operate another concern. They rent the fourth floor to some outside party. Should the rents be included in their net earnings policy or a rent policy be issued covering the entire building? They do not charge rent to the three concerns they operate.-W. K., Boston, Mass.

ANSWER: If our policy runs only to Associated Industries and separate books are kept for each of the subsidiaries, resulting in a separate showing of the net profit of the parent company, we believe Rents policies should be issued to the building owner covering the revenue obtained from tenants, including these subsidiaries.

If the operation of these several companies is interdependent and joint accounting is made, it is our opinion that the rents enter finally into the calculation of net profit and should be disregarded in calculating the U. & O. value of a policy issued to Associated Industries and its subsidiary companies, for the same reason that we do not include as an expense item the rental value of a building owned by an U. & O. assured who likewise occupies the premises.



Nation Wide Experience by Lines

S	un			Atla	ntie		
Fire\$	Prems.	2	Losses 1,421,261	Fire\$	256,587 6,790	\$	175,122
Ocean Marine	254,278	9	141.112	Earthquake	70		2,708
Motor	560,938		284,024	Inland Marine	260		22
				Windstorm	4,153		669
Inland Marine	304,961		155,200	Sprinkler	272		95
Windstorm	113,997		36,424	Riot and Explo	385		42
Hail	32			_		_	
Sprinkler	2,183		2,149	Total\$	268,517	\$	178,658
Hail Sprinkler Riot, and Explo Aircraft	4,194		1,268	American	National		
ancient	103	_		Fire	538.177	8	298,426
Total\$	3.583.944	8	2.044.438	Motor	85,954	w	49,324
		*	0,011,100	Earthquake	1,803		******
Si	tar			Inland Marine	5,496		1.312
Fire	1,651,705	8	821,311	Windstorm	54,121		8,412
Ocean Marine	98,226		22,025	Hail	9,539		4,505
Motor	128.571		62,220	Sprinkler	725		393 122
Earthquake	11,581			Sprinkler Hiot and Explo	1,301		
Earthquake Inland Marine Windstorm Hail	32,530		11,070	Other Lines	8		*****
Windstorm	91,673		28,690	Flood	86		
Hall	4,685		4,625	Total\$	697 910	8	362,494
Sprinkler Riot and Explo	6,439		2,077			9	002,494
Aircraft	11.658		2,903	U. S.			
All Clait	11,008		17,881	Fire\$1		\$	6,077,733
Total	2 066 782	8	972,802	Ocean Marine	787,600		546,443
		4	012,002	Motor	718,314		453,977
Citizen	s, N. J.			Earthquake	47,681		432
Fire\$	469.436	8	64,407	Inland Marine	358,514		169,931
Ocean Marine	40.589	9	3,863	Windstorm	734,586		234,729
Motor	9,704		3,529	Chrinkley	107,664		128,654
Earthquake	144		0,020	Sprinkler Riot and Explo			5,060 19,315
Inland Marine	1,377		891	Other Lines	44 822		36,095
Windstorm	$\frac{1,377}{9,812}$		1,462	Rain	10.642		6,314
Hail	8 542		5,751		10,012	_	0,011
Sprinkler Riot, and Explo	1,750		63	Total\$1	13,475,940	8	7,678,683
Riot, and Explo	1,529		19		een	*	
Other Lines			51	Fire		0	3,495,481
Rain & Flood	645		299	Ocean Marine		ф	241.555
Total\$		-	90 225	Motor			445,986
10(at	945,027	9	50,535	Earthquake	32,852		440,586
Bankers &	Merchan	ts		Earthquake Inland Marine	193,917		63,320
Elimo e	004 077	0	194 410	Windstorm			77,021
Fire\$		8	$124,416 \\ 21,342$				
Motor	770		3,505	Sprinkler	46,057		25,234
Windstorm	35,481		3,384	Riot and Explo			2,799
Sprinkler	76		35	Other Lines	17,515		2,124
Riot, and Explo	492					-	
_		ster		Total\$			
Total \$	346,754	8	152,672	(CONTINUED	ON PAG	2	30)

Field Men Elect

SAN FRANCISCO, March 4.—Milton E. Pinney of the America Fore group at Oakland, Calif., was elected president of the Special Agents Association of Central Northern California at the annual meeting in San Francisco this week. Kenneth C. Smith, Fireman's Fund, was elected vice-president. Harrison Houseworth, Liverpool & London & Globe, was reelected secretary; C. S. Myrick, Liverpool & London & Globe, treasurer, and Parker Howard, sergeant-at-arms. A gain of 16 members during the past year was reported bers during the past year was reported with a total of 174. The principal topic with a total of 174. The principal topic of discussion was cooperation between the association and local agents, speakers on this subject being J. P. Breeden, manager National Liberty, chairman agency status committee of the Pacific Board, and R. H. Griffith, vice-president, Glens Falls, chairman of the executive committee of the Pacific Board.

Great American Meeting

NEW YORK, March 4.—Eastern and southern field men of the Great American group are in session at the home office in New York, conferring with officers and department managers as to existing business conditions and future prospects.

Phoenix of England Rally

The western department field men of the Phoenix Assurance group are meet-ing this week in New York City. Man-ager Beresford gave a talk at the first meeting and one afternoon was given over to inland marine business. General Agent J. A. Bennett of the department was in charge.

New Association Members

With the addition of three new mem-bers, the roll of the Inland Marine Underwriters Association now stands at 144 companies. The companies which have just been admitted to membership are the Patriotic, Sun Underwriters and Kansas City Fire & Marine.

The association is busy these days

cial dispensations from members, who regard certain violations of the new rules as being necessary, at least temporarily. Until these applications are disposed of, the violations under adjudication will not be penalized by the \$1,000 fine which is provided for ordinary vio-

Cosmopolitan Fire Figures

The Cosmopolitan Fire of New York issues its statement this week, showing that it has made considerable headway during the year. Its assets are now \$2,640,026, which is a decrease of only \$44,000 over a year ago. The premium reserve is \$852,523, an increase of \$42,000. The Cosmopolitan Fire has \$1,000,000 capital and \$625,074 net surplus.

After setting up larger reserves and

After setting up larger reserves and meeting all other demands, the surplus fell off \$473,000, which is accounted for by the sagging in value of securities and the increased reserves. Last year and the increased reserves. Last year the premiums were \$1,046,000, showing an 88 percent increase.

James A. Blainey, president of the Cosmopolitan Fire is well known, having had a wide experience in all lines of insuarnce.

Joins General of Paris

W. H. Scholz, who for 13 years has been associated with the Pacific Fire, has been appointed assistant underwriter for the General of Paris, where he will specialize in its facultative reinsurance business.

Wilkins to Become Treasurer

H. L. Wilkins, assistant secretary of the Importers & Exporters, will on April 1 become treasurer, succeeding A. J. Abadie, who will then retire to engage in another line of business.

A. P. Lantz on Program

A. P. Lantz of the Travelers is scheduled to address the Cook County Field Club March 9 on "Reciprocal Automobile Insurance."

The association is busy these days hearing about 300 applications for spe-politan agents of the Newark Fire.



symbolized FULL PROTECTION

A little band led by Leonidas, King of Sparta, courageously checked the advance of the powerful Persian army of Xerxes at the mountain pass of Thermopylae. For three days Leonidas and his followers faced the Persian host, fighting to the last man. Their lives saved Occidental civilization, for meanwhile Greece mobilized in full force and defeated the Persians in the naval battle of Salamis.

Today, marine insurance protects the commerce of the world, and the Fireman's Fund group, writing its full share, affords financial protection to owners of merchandise in transit by rail, water or parcel post, lest misfortune overtake their shipments. The marine policy of a Fireman's Fund company is a negotiable document readily recognized the world over as a guarantee of full protection.

FIREMAN'S FUND INSURANCE COMPANY

... and affiliated companies:

HOME FIRE & MARINE INSURANCE COMPANY, OCCIDENTAL INSURANCE COMPANY
FIREMAN'S FUND INDEMNITY COMPANY
and on the Pacific Coast the OCCIDENTAL INDEMNITY COMPANY

Fire , Marine , Automobile , Casualty , Fidelity , Surety

SAN FRANCISCO

NEW YORK

CHICAGO

BOSTON

ATLANTA

March !

Features of Automobile's Conference

Get Allied Lines When Iron Is Hot

Hubbard Tells Technique of Selling Aircraft, Explosion Riot

I. U. B. OPPORTUNITY TOLD

Bulk of New Business From Warehouse Stocks of Manufacturers or Distributors

The necessity of hitting when the iron is hot in soliciting, closing the contract and getting the premium for allied fire lines, such as explosion, riot and civil commotion, and falling aircraft property damage, was pointed out at the western conference of Automobile field men by C. T. Hubbard, assistant sec-

These lines, which are sold most widely following an unusual disaster for which indemnity would have been available, must be closed while the prospects especially in the neighborhood of the event, are impressed with the hazards event, are impressed with the hazards confronting them, and before they get "cold." To accomplish this, Mr. Hubbard said that complete information surrounding the risk should be submitted immediately. The erroneous notion prevails widely, he said, that special lines are not underwritten. Consequently information is not furnished the underwriters. This often results in loss of the risk, for by the time adequate information has been obtained upon which to underwrite the risk and there has been an exchange of correspondence, the prospect who is in a mood to buy, has lost interest.

Prompt Payment Necessary

It is also important to get the pre-mium for these lines when the policy is issued, for if collection is delayed, the assured may decide to cancel as object lesson has become remote.

When the blimp fell on the old Illiwhen the bimp tell on the old Illinois Merchants Bank building in Chicago, agents had to get busy and capitalize immediately on that disaster. Likewise agents in New York were stimulated to sell explosion coverage recently by a large chemical explosion there.

Mr. Hubbard presented useful infor-Mr. Hubbard presented useful information about the Interstate Underwriters Board. He reported that the companies were having some difficulty now getting renewal rates from the I. U. B. on risks, which have a New York City location. New York City authorities, he said, are responsible for the delay.

Mr. Hubbard pointed out that the average advisory rates of the I. U. B. are lower than the tariff rates, which the companies charged before the institution of the I. U. B. The business which is offered outside the I. U. B. is still lower and he said that the Automobile is not interested in cut rates bile is not interested in cut rates.

has not accomplished everything that it set out to accomplish but it has done splendid work. Among its accomplish-ments is the obtaining of cancellation of general covers written under inland

Leader of Automobile's **Educational Troupe**



Alfred Stinson, vice-president of the Automobile, and other members of the home office staff have been leading a strenuous life, conducting educational conferences for field men in various cities. The officials are holding a rally

Underwriters Board will not give a rate unless a letter from the broker of record signed by the assured is attached. It is important for the questions on

It is important for the questions on the application to be answered completely, the most important question being the estimated average values for the year to come. Also the list of specific insurance and expiration dates is essential. He pointed out that the I. U. B. puts out two rates, one if the risk is being carried entirely under the reporting form and the other if specific insurance is carried. ance is carried.

Handling Larger Contracts

In larger contracts, Mr. Hubbard said a certain amount of specific insurance is carried so that the general cover contract could carry the fluctuating values over and above the sound value.

(CONTINUED ON PAGE 35)

Planned Sales Talk for Bailee's Business Urged

Use of the organized sales talk in soliciting bailee's customer's insurance was advocated by Fred C. Wymore of Hartford, special agent in the marine department of the Automobile, in his address before the western field conference. This is true, he said, because of the character of the class of persons solicited and the usual indifference of is interested the plant should be interested. solicited and the usual indifference of agents to the line. In order to get the project across properly, it is essential to follow a logical organized presentation. This method makes it easier to to follow a logical organized presenta-tion. This method makes it easier to get the attention of the prospect and to control the energy of the salesmen. "You know what you are going to say," he pointed out. "The organized sales talk gives you confidence and it is easy to go over the top."

Wr. Wymore, suggested, four, factors

Mr. Wymore suggested four factors and the sequence in which they should be presented in an organized sales talk—company, policy, service and rate. As to company, the resources behind it should be pointed out; in the case of the Automobile, the fact that it was a pioneer in the business and has had long experience should be stressed; that its claim department maintains representaclaim department maintains representa-tives throughout the country; that it advertises in trade journals, belongs to the National Rug Association and sends a representative to the annual conven-

Features of the Policy

As to the policy, the solicitor should explain that more than fire and theft coverages are provided. Other coverages such as windstorm, floods, etc., are ages such as windstorm, floods, etc., are provided. These coverages were not inserted by guess. Underwriters have spent years in developing the coverage and they are in a better position to know the hazards of the prospect than the prospect himself. The absence of limits of liability, providing complete protection, should be emphasized.

As to service, the provision for settling losses up to \$100 by the assured

tling losses up to \$100 by the assured should be pointed out. The claim organization of the company should be re-emphasized and the nearest claim office should be mentioned.

As to rates the solicitor should point out that the charge is based on a rating

is interested, the plant should be inspected and a rate quoted.

The most frequent objection is the hesitancy of laundries, dry cleaners and rug cleaners to pass the insurance charge along to customers. The agent should reply that this extra charge provides perhaps the cheapest insurance the tower should be willing to pay the charge, because the service charge is not predicated on the laundryman's police ability. The laundryman is paid only to wash and return clothes. He is not required to protect and stand guard over bundles.

Risks Are Improved

There has been great improvement in this class of risk during the past few years, Mr. Kinsman observed. In foryears, Mr. Kinsman observed. In for-mer days, laundries were fire traps but nder days, laundries were fire traps but today they are improved properties, some of them having sprinkler equip-ment. With all these improvements, however, there are still some undesirable bailee's risks; for instance, a sprinklered or fire-proof risk might be bad because of the frequency of theft from trucks or flood hazard. The main plant of a laundry may be modern in every re-spect, yet possess branch offices which are a high source of loss. Frame structures are not desirable, nor risks where the housekeeping or financial condition

Use of Banks in Selling Side Lines Is Advocated

Great opportunity for development of fire insurance sidelines exists through the education of trust officers of banks to the value of these lines, R. A. Kinsman, Cook county special agent of the Automobile, told the western field conference of his company.

Life companies now appreciate the value of cooperation with trust officers. Banks have been directly advertising life insurance and are advising their customers to complete their estates through this route. This same channel can be cultivated to produce more permiums for fire insurance companies, Mr. Kinsman believes.

Educate Trust Officers

Trust officers should be educated to teach the public to buy a complete program of property insurance instead of merely fire insurance. Especially where improved real estate is involved, the trust officers need the help of fire insurance advisers. Although trustees are responsible only for preserving the physical estate, they have a moral responsibility to preserve the income from that estate. If the estate consists, for instance, of an apartment building rental instance, of an apartment building, rental value insurance should be carried to pro-

tect the income of the beneficiary.

Decisions have been handed down to the effect that the trustees should conduct the estate as an ordinary prudent man of the business would conduct his estate. Therefore it is important for the trustee to investigate carefully the insurance features of an estate to see that no less insurance is carried than it

(CONTINUED ON PAGE 16)

How Special Can Analyze Field

the Automobile, advised his special agents to analyze their states or territories with the aid of a large scale map. He gave this advice in one of his addresses before the western field con-

dresses before the western field conference of his company.

To illustrate the method, Mr. Funk exhibited a map of Indiana, properly indexed. On each county was pasted a slip giving the population of that county, the number of agencies of the Automobile there, the production and loss ratio. The map was based on the company's situation there several years ago. It showed that the company was represented in 65 of the 92 counties of the state but that only 51 counties were reporting business. It showed that more than 60 percent of the entire state's income came from five of the 92 counties. To illustrate the method, Mr. Funk properly indexed. New York City authorities, se said, are responsible for the delay.

Mr. Hubbard pointed out that the verage advisory rates of the I. U. B. the companies charged before the indication of the I. U. B. The business chich is offered outside the I. U. B. is still lower and he said that the Automosile is not interested in cut rates.

I. U. B. Accomplishment

The speaker said that the I. U. B. as not accomplished everything that it et out to accomplished everything that it et out to accomplish but it has done plendid work. Among its accomplishment is the obtaining of cancellation of general covers written under inland harine contracts.

He pointed out that the Interstate is easily the method, Mr. Funk appendix the method, Mr. Funk appendix as units. A special agent is using the same system that the department of fagencies of the Automosile production and loss ratio. The map was based on the company's situation there several years ago. It showed that the company was represented in 65 of the 92 counties of the state but that only 51 counties were reporting business. It showed that more than 60 percent of the entire state's income came from five of the 92 counties. It showed that 12 of the counties produced less than \$200 each. It showed that the wind the large difference in loss ratio between adjacent counties.

This system reduced the figures for the small town in trever had before. New businesses are set up in the same states as units. Mr. Funk put in a defense for the state but that only 51 counties were no populous cities therein. If a small town in urging his men not to pass up counties, merely because there were no populous cities therein. If a small town in urging his men not to pass up counties, and the company was represented in 65 of the 92 counties of the state but that only 51 counties were no populous cities therein. If a small town in urging his men not to pass up counties, and the small town in urging his men not to pass up counties, and the small town

counties are expensive, for it means the special agent must travel many miles without visiting an agency. It reveals that there is too great a concentration of business in a few counties and that the loss ratios of some counting and that the loss ratios of some counties

A special agent following this plan is

かりりりりりりりりょういいりじりりりりり



Understanding of the times and conditions has guided the Phoenix institution through 149 years of progressive existence.



PHOENIX ASSURANCE COMPANY, Ltd. of LONDON

150 WILLIAM STREET

NEW YORK

PHOENIX INDEMNITY COMPANY

かれられられられるというしょりょりょりょりょりょりょりょりょりょりょりょりょりょりょう

55 FIFTH AVENUE

NEW YORK

March



COVERAGES EFFECTED

FIRE, AUTOMOBILE, TORNADO, RENTS. LEASEHOLD EXPLOSION, RIOT and CIVIL COMMOTION, PROFITS AND COMMISSION, USE & OCCUPANCY

AUTOMOBILE **COVERAGE**

Is the Patriotic Insurance Company of America in your office?

If it isn't and you are looking for a really desirable company, consider these facts about the Patriotic-

Patriotic agents are satisfied with our service. We believe you will be too if you value reliability, promptness and friendly helpfulness.

A young growing company.

Operating in 44 States.

Last but not least - back of the Patriotic is The Sun of London, the oldest insurance company in the world, which in itself is an asset to any agent.

PATRIOTIC INSURANCE COMPANY

of AMERICA

HEAD OFFICE 55 FIFTH AVENUE, NEW YORK

OSWALD TREGASKIS, President

WESTERN DEPARTMENT WRIGLEY BLDG., CHICAGO JOHN F. STAFFORD, Manager

PACIFIC DEPARTMENT SAN FRANCISCO C. A. HENRY, General Agent

Marine Prospect Might Be Worse

Ocean Underwriters Beginning to Realize Necessity for Housecleaning

VIEWS OF FRED MACCABE

Official of Automobile Tells How Hinterland Agents Can Get Salt Water Lines

Although the ocean marine news is not very cheering, Fred Maccabe, assistant secretary of the Automobile of Hartford, told members of the western field conference of his company in Chicago that marine underwriters are beginning to realize that they must put their houses in order or face elimination. The ocean business, he observed, has suffered for several years through overproduction, lower rates and keen competition.

The most important occurrence in the marine field has been the failure of the big German reinsurance companies. Because of the German capacity for hand-ling details, the companies in that country were successful, beginning about 1908, to some extent because of their ability to handle many small items at a profit. During the war, Mr. Maccabe recalled, marine rates were ignored and beaten down, a circumstance which greatly affected the margin of profit in the reinsurance market. The results of that situation were slow to materialize, but the margin of profit in the reinsurance market. but they were a direct cause of the fail-ure of the German companies.

Used as Dumping Ground

The real cause of the failure of the German companies, according to Mr. Maccabe, was the habit of direct writers to use the reinsurance as dumping grounds. The old motto of caveat emptor acted to the disadvantage of the seller in that direction.

One principle is receiving great attention today by marine underwriters. That is the principle of the affaires de placer agreement, the French term sigplacer agreement, the French term signifying that business should stay in the market where it belongs. That is, business originating in the United States should stay in this country. If that principle were strictly enforced, London would not be the predominant market that it is today, and consequently the principle is being resisted to a great extent in London.

The suggestion has been made and some progress may be reported, accord-

The suggestion has been made and some progress may be reported, according to Mr. Maccabe, that a further syndicate be formed in the United States to write foreign hulls. He said that the Automobile is now a member of some of the foreign markets on the theory that better times are ahead and it is well to be in our the ground floor.

to be in on the ground floor.

All in all, Mr. Maccabe declared that no money was made last year in the ocean business.

Ocean Expense Factor

The expense factor in the ocean business can only be overcome, he said, by increased production. Ocean business needs imagination on part of the proneeds imagination on part of the producer to realize he has an ocean prospect in sight. It requires imagination on the part of a local agent to appreciate that the manufacturer who does an export business or the processor who does an import business in his neighborhood, be he never so far from salt water, is a prospect for ocean ma-rine coverage. This business may be slow to be acquired for there is no new business in the field except where new

Leaders Are Rivals for Position in U.S. Chamber



G. C. LONG, JR. Vice-President Phoenix of Hartford Fleet

NEW YORK, March 4.—The candidacy of G. C. Long, Jr., vice-president Phoenix of Hartford Group, for director of the Chamber of Commerce of the United States continues to gain influential adherents. His supporters are confident that he will be favored in the election. However this conclusion is stoutly challenged by those endorsing the candidacy of G. D. Markham, St. Louis leading agent, who is the enthusiastic choice of the National Association of Insurance Agents, of which Mr. Markham was once president and in which he is still active.

Long Is a Kentuckian

Long Is a Kentuckian

Long Is a Kentuckian

Mr. Long is a Kentuckian, having achieved that distinction in 1880. He received his higher education in Southern Kentucky College and the University of Virginia, being awarded the degree of B. A. by the former institution and B. L. by the latter. He was admitted to the bar in his native state. For a time he followed the teaching profession, then entered business life.

Strongly attracted to fire underwriting, he traveled the southern field for a number of years, so successfully that he was called to an executive post at the head office of the Phoenix several years ago. In addition to the vice-presidency of the group, Mr. Long is director of the Central States Fire of Wichita, Atlantic Fire of Raleigh and Reliance of Canada. He is also director of the Hartford National Bank & Trust Co., Phoenix Mutual Life and Mechanics Savings Bank, all of Hartford.

Many Organization Connections

In recent years he served as president of the Southeastern Underwriters Association and as vice-president of the Factory Insurance Association. His present insurance connections include membership in the National Board, Eastern Underwriters Association, Inland Marine Underwriters Association (of Western Underwriters Association) Western Underwriters Association, which he is vice-president), Southeastern Underwriters Association, Factory association, Western Adjustment and Underwriters Salvage.

exporters are starting. The prospect must be watched for a considerable length of time to see if his contract cannot be bettered. The agent should keep in touch with the assured so that when, as so often happens, the company raises its rates to try to get back all its losses in one year, the producer can step in. "We do the underwriting and make the rate," Mr. Maccabe declared.

(CONTINUED ON PAGE 16)



Favored by many property owners because of its Good Name

NEWARK FIRE INSURANCE COMPANY

150 William St., New York

If every man could choose

he would have Custom-Tailored Garments.

If every local agent could choose

he would have Custom-Tailored Advertising made to fit his particular needs.

Our Agents may have Advertising to fit each one's needs if they choose



Features of Rate Inquiry in Wisconsion Are Recited

COMPLETE REVISION URGED

Overhauling of Entire Rating Process Is Recommended by Legislative Interim Committee

MILWAUKEE, March 4.—Publication of the report of the Wisconsin legislative interim committee investigating the fire insurance business here, with particular regard to rates and rating,

particular regard to rates and rating, has aroused keen interest among insurance men over the state.

The committee concludes that the existing situation is "intolerable" and that the rating law must be revised in toto. Bills embodying all recommendations of the committee are in process of preparation, the report states, and will be introduced by members of the committee.

Recital of Features

Recital of Features

The plan recommended is repeal of sections 203.32 to 203.49, and replacing these with a new law embodying the following features: repeal of the present rating law; enactment of new laws requiring that on public hearings, the commissioner shall establish and apply uniform classifications applicable to municipal fire protection grading throughout the entire state. Thereafter the commissioner should make periodical examinations of the municipalities and revise their classification from time to time. The third recommendation is that all fire companies in Wisconsin be required to file with the department a schedule of their basic rates, charges and credits, on each class of fire risks in accordance with the commissioner's requirements and with municipal fire grading classifications set by the comgrading classifications set by the commissioner.

The committee recommends that all schedules of rates, rules and regulations, before becoming effective, be first approved by the commissioner, the burden of proof that they are reasonable and adequate resting on the companies panies

Another recommendation proposed is that changes shall not become effective for at least 30 days after filing and after publicity is given. Hearings would be

permissible.

Other recommendations are for repeal

Other recommendations are for repeal

the reciprocal fire insurance tax law, of the reciprocal fire insurance tax law, an increase of appropriations to the insurance commissioner in event the committee's recommendations are adopted; establishment of an advisory committee to the commissioner of insurance

WANTED

Cook County Special Agent with following, by an old well known fire and auto insurance company. To experienced man who can produce a substantial salary will be paid. Address S-96, The National Underwriter.

A prominent Cook County General Agency has a position open for a Special Agent. Must have a general knowledge of all branches of insurance business and local conditions. Amount of salary depends on ability to produce. Address S-98, The National Underwriter.

FOR SALE:

Chicago Maps, volumes 1 to 8 inclusive. Corrected to date. Bargain to cash buyer. A-1603 Insurance Exchange, Chicago.

POSITION WANTED

With Fire Company or large Agency by Engineer with five years Bureau, two years General and Local Agency, Underwriting and Service experience. College graduate, age 28. Best references. Change made account consolidation. Address \$-53, The National Underwriter.

Dumont Discusses I. U. B. at Pacific Coast Meeting

GIVES VALUABLE EXPOSITION

Organization Manager Takes Important Place on Program at Annual F. U. A. P. Gathering

J. R. Dumont, manager Interstate Underwriters Board, New York City, gave an interesting talk on that organ-ization at the annual meeting of the Fire Underwriters Association of the Pacific in San Francisco Mar. 4. He discussed several questions which

have arisen in administering the rules. One question is how to utilize the five forms with regard to unknown locations. Mr. Dumont said the forms provide for coverage at locations acquired after inception of policy, but this unknown limit should be kept to a reasonable minimum. It is intended chiefly to provide insurance only between report-ing dates and all such new locations should be reported each month in order to insure full coverage.

Problem of Specific Cover

Specific insurance is permitted only when necessary to protect assured in excess of limits established. If the property has not heretofore been covered under the reporting form, he said, it is natural that at the inception of the construct there will be considerable specific tract there will be considerable specific insurance in force, expiring throughout insurance in force, expiring throughout the year. This may be picked up at expiration date under the reporting contract but it is necessary to file with the application the amount of such specific insurance and the respective expiration dates in detail in order that credit can be allowed in naming the deposit premium.

mium.

An endorsement should be attached to policy granting permission to continue these specific policies in force as listed until their respective expiration dates, and where there is a certain fixed amount of specific insurance in addition to that which is being absorbed at expiration, an endorsement should be attached granting permission to maintain tached granting permission to maintain the certain specific cover during the full term of the contract.

Another Question Raised

Another question quite often raised relates to the loss apportionment clause in the I. U. B. forms. Mr. Dumont said this is not new in insurance under reporting cover contracts and many settlements have been made under these. The clause provides that the I. U. B. coverage does not become insurance or attach on any property that is otherwise insured until the liability under such other insurance is exhausted.

He says this does not mean, of course, that the face of the specific policy is exhausted if written with coinsurance, because the apportionment under the specific policy will have to be in accordance with that contract. The I. U. B. policy is always excess of specific and not contributive except with other and not contributive except with other I. U. B. contracts which are concurrent.

Compares Two Forms

Some persons have confused the I. U. B. plan with the older general cover contract, he said, but there is a great deal more detail required in using the general cover form than the I. U. B., the general cover being usually limited to two or more locations in more than one city or town while the I. U. B. requires a minimum of five locations, which may be in a single town or city or scattered in several cities or states.

He said certain questions have been

He said certain questions have been raised as to the status of the I. U. B. in states which have rating laws and so far these questions after hearings have been settled to the satisfaction of the various insurance departments.

Mr. Dumont took up objections raised by New York City fire insurance agents.

Chic to figu McAu suranc which 1929 fi losses losses ing \$1

March

The ary, 1 was the month Januar Februa March April May ... June ... July ... Augus Septen Octobe Novem Decem Tota

The

\$1,023 43—th currin in A losses total spons and \$ \$60.00 000 ai \$30.00 000; Of fires, which

47 un \$680,

fires

CHICAGO NEWS

CHCAGO'S 1930 FIRE LOSS

Chicago fire losses for 1930 according to figures just announced by Frank C. McAuliffe, chief of the Chicago fire insurance patrol, amounted to \$15,154,285, which represents a decrease from the 1929 figure of \$15,963,979. The building losses were \$7,572,851 while the contents losses were \$7,581,434. Insurance totaling \$668,842,314 was carried on the property involved.

The highest losses occurred in Janu-

ary, 1930, with \$2,450,294. December was the best month with only \$817,399 of losses. The losses tabulated by months follow:

January														. !	\$ 2,450,294
February															1,138,513
March								,							1,234,659
April															1,379,017
May															1,628,268
June															1,366,033
July			*					*							1,070,594
August	 			×				×							886,454
September					*										1,364,320
October	 						,		*	*					900,598
November															918,129
December		*		*	*	*		*				*		*	817,399
113 - A = 3														-	017 174 00

The total loss on sprinklered fires was \$1,023,097. There were 374 such fires, 43—the highest in any one month—occurring in January and 19—the lowest in August. In amount, the heaviest losses were suffered in September with losses were surered in September With \$429,473. One sprinklered fire caused a total loss of \$100,000; one fire was responsible for a loss of between \$70,000 and \$80,000. There was one fire between \$60,000 and \$70,000; two between \$30,000 and \$40,000; six between \$20,000 and \$30,000; nine between \$10,000 and \$20,000, seep between \$70,000 and \$20,000.

000; seven between \$5,000 and \$10,000. Of the total number of 374 sprinklered fires, 47 were unsatisfactory (fires at which more than five heads fuse). The 47 unsatisfactory fires caused a loss of \$680,179. The remaining satisfactory fires resulted in a loss of \$342,917. The

average loss per sprinklered fire was

LECTURE SERIES IS STARTED

R. T. Nelson, assistant to the manager of the Chicago Board, is on the staff of speakers in a series of ten lectures on fire insurance topics which started Feb. 27 before the Chicago Heights Insur-ance Board, a local agents' association. The lectures are held at 7 p.m. each Friday evening at the Thomas hotel, Chicago Heights. W. W. Angear of the Donovan agency there was active in arranging the course.

the Donovan agency there was active in arranging the course.

O'NEILL TO CANADA FIELD

Harry O'Neill, who for nearly seven years has been in charge of the Canadian department of the Great American with headquarters in Chicago, is returning to Canada, where he will do field work for the Travelers. His headquarters will be either at Toronto or Winnipeg. Before going to Canada, Mr.

O'Neill will spend several weeks in

Hartford at the Travelers home office.
Mr. O'Neill started in the business in
a local agency in Winnipeg in 1913.
From there he went with the Western
Canada Insurance Underwriters Asso-

Canada Insurance Underwriters Asso-ciation in its rating department, where he remained for three years.

After serving in the war, he traveled for the Royal Exchange for two years and for the New York Underwriters for three years in Canada. Since then he has been with the Great American in Chicago.

snapped back quickly, continuing the upsnapped back quickly, continuing the up-ward swing until the last day or two, the general list eased off somewhat from their previous highs and the mar-ket was inactive."

MILLERS NATIONAL HEAD DIES

M. A. Reynolds, president of the Millers National, died at his home in Chicago Tuesday evening following an illness of several months. Although Mr. Reynolds had been confined to his home since last October, he had not been well for some time provides.

Typographical Error in Statement Table

A typographical error occurred in the table showing Dec. 31, 1930, statements on page 5 of last week's issue. The

S			Gain in		Reins.	Gain in				Gain in		Losses	Loss Ratio
5,		Assets	Assets		Res.	Reins. Res.	(Capital	Surplus	Surplus		Paid	Percent
-	Aero\$			8	223,990		3	500,000		8 84.027	3	129,200	114
_	Alliance, Eng	1,858,416	79,709		431,439			200,000	500,262	-29,534		411,116	
	Atlantic City	1,283,955	-53,633		54,782	-11,492		200,000	1,021,736	-45,649		6,946	13.68
T	Belt Fire, Cal		56,914					100,060	33,771	-48,457		32,007	21.67
h	Buffalo		-150,773		2,359,433	-91,303		1,000,000	1,887,844	-25,014		1,031,729	59.02
2	Birmingham F., Ala.		-64,061		181,855			300,000	435,605	-87,184		190,184	
	Caledonian		-273,910		2,447,039	-129,537		200,000	1,210,750	-132,352		1,223,454	
-	Caledonian-Amer	1,617,393	-50,192		395,472	1,941		200,000	964,808	-58,041		137,250	44.51
0	Capital Fire, Cal		46,344		185,399			400,000	429,132	43,193		-73,134	
n l	Carolina		-67,703		753,182			500,000	773,361	-11,588		406,002	
	Colonial States		-81,410		122,558	7,460		200,000	165,704	89,279		85,779	53
: I	Columbus Fire, Miss.	282,698	5,832		41,607	1,722		115,150	49,728	-20,912		49,427	64.7
d	Commerce		-702,063		1,592,293	-10,853		1,000,000	1,444,024	-247,952		775,199	
- 1		20,145,631	-11,375		7,266,552	-338,128		2,000,000	8,712,614	449,828		3,448,838	52.3
	Cotton M. & F		-90,992		15,785			400,000	170,060	-98,346		3,240	
:	Dubuque F. & M		-381,483		2,825,313			1,000,000	933,961	-306,478		1,023,464	
d	Equit. F. & M., Conn.		165,915		1,453,310			1,000,000	3,469,016	80,108		689,767	52.3
it	Federal, N. J		358,601		2,776,499			2,000,000	7,603,666	632,412		1,549,559	
	Federal Union		18,468	4	734,567			1,000,000	533,233	-11,520		339,727	
e	Fireman's Fund			- 4	4,751,849			7,500,000		-410,468		9,626,757	
of	General Exchange		-993,723		6,049,006			1,000,000	6,691,821	500,229		5,128,004	
v	Glens Falls				7,706,845			5,000,000		141,720		3,927,250	
0	Granite State		-37,226		1,505,737			1,000,000	1,207,766	1,499		754,415	
1	Home F. & M., Cal	0,201,400	-295,529		2,791,705	-295,529		1,000,000	2,022,00)	-230,743		1,431,535	52.5

AMERICAN AUTOMOBILE INSURANCE COMPANIES

SAINT LOUIS

Financial Statements—January 1st, 1931

ASSETS		LIABILITIES	
American Automobile Insurance Co.	American Automobile Fire Insurance Co.	American Automobile Insurance Co.	American Automobile Fire Insurance Co.
U. S. Government Bonds \$ 572,000.00	\$ 154,000.00	Reserve for Unearned Premiums.\$ 3,126,242.57	\$1,730,824.68
State and Municipal Bonds 260,000.00	204,500.00	Reserve for Liability Claims	
Railroad Bonds 1,230,700.00	196,650.00	(N. Y. Law) 3,649,993.04	
Public Utility Bonds 1,788,900.00	363,600.00	Reserve for Other Claims 187,328.30	370,302.96
Industrial Bonds 421,300.00 Stocks 3,609,959.00	923,040.00 506,700.00	Reserve for Commissions (Not Due)	151,278.44 109,565.73
Total Investments (Mkt. Value) \$ 7,882,859.00 Premiums in Course of Collection	\$2,348,490.00	Reserve for Claim Expenses 37,465.66 Reserve for All Other Liabilities 65,049.19	37,030.29 1,642.26
(less than 90 days old)\$ 1,128,831.86	\$ 608,936.13	Capital Stock 1,000,000.00	500,000.00
Cash 1,009,274.26	387,574.94	Surplus 1,598,104.16	467,087.24
Accrued Interest	22,730.53	Total Liabilities\$10,060,507,80	\$3,367,731.60
Total Admitted Assets\$10,060,507.80	\$3,367,731.60		

Combined Premium Income 1930-\$10,115,918

INSURANCE ON AUTOMOBILES EXCLUSIVELY

March

L. E.

ADDR

Don't

Acc

The

known Falls,

writers "Bus adopti and n

local a

tor to

needed

which

Age

first t

er's r the pr crease the a obtair

Full

OF accor Guy tiona

Adju

will the

assoc loyal

nest

justi man

the whil

losse in (

abou the

built hom

Ok1 sura

age give Der of t

DU AR

VIEWED FROM NEW YORK

By GEORGE A. WATSON:

START PLANTING SKANDIA

The Skandia, of Stockholm, which had been transacting reinsurance business only in this country for some years, but decided to enter the direct field several months ago in conjunction with the Svea, under the management of J. M. Wennstrom, will begin actively establishing agencies very shortly. Special agents of the Svea will handle the Skandia as well.

INLAND MARINE PROGRAM

V. L. Gallagher, secretary of the Continental, will address members of the Insurance Society of New York on "The Background of Inland Marine Insurance" March 6. A week later Marine Secretary M. W. Morron of the Aetna will describe the practical application of the background, with a general description of the various forms of coverage. He will be followed March 20 by D. C. Bowersock of the Providence Washington, who will review some current problems in the business, and outline the purposes of the Interstate Underwriters Board and of the recently

formed Inland Marine Underwriters Association. He will also tell of the working agreeemnts reached by marine companies with fire and casualty offices.

CHIEF KENLON RESIGNS

John Kenlon has resigned as chief of the New York City fire department after the New York City her department after so serving for 20 years, and 41 years on the force. One of the most efficient firemen of the country, Chief Kenlon has ever worked in close cooperation with underwriters, and has been a persistent advocate of fire prevention as well as of extinguishment. He is 71 years of age and has fully earned the relief from active cares which he will now enjoy. now enjoy.

NEW BROKERAGE FIRM

established an insurance men have established an insurance brokerage house in New York City, incorporating as the Underwriters Brokers. They are C. H. Remington, L. O. Faulhaber and C. E. Clutia. The office is at 551 Fifth. Three well known insurance men have as the Underwriters brokers. They are C. H. Remington, L. O. Faulhaber and C. E. Clutia. The office is at 551 Fifth Ave. Mr. Remington was formerly a vice-president of the Aetna Life group

and has been promoting the American Patent Protection Corporation. He is president and treasurer of the Under-writers Brokers. Mr. Faulhaber, vicepresident and secretary, was formerly a member of the agency firm of Faulhaber & Heard of Newark. Mr. Clutia, vicerieard of Newark. Mr. Clutia, vice-president, was formerly assistant west-ern manager of the Providence Wash-ington and later vice-president of the Jefferson Fire.

PEDERSEN MADE SECRETARY

C. H. Pedersen has been appointed secretary of the New York branch of the Thames & Mersey Marine of Liver-

MIESEMER SUCCEEDS FAATZ

The Northwestern National has appointed C. F. Miesemer acting manager of its New York branch office, succeeding the late J. B. Faatz. Mr. Miesemer has been for several years assistant to Mr. Faatz, following a long experience in the fire insurance business in Greater New York. He has a wide acquaintance there. ance there.

NATIONAL, HARTFORD, CONNECTIONS

The Franklin National has appointed the New York office of Lewis & Gen-dar as fire agents for Manhattan and the Bronx. That office already repre-

sents the Franklin National for inland marine and automobile and represents the company as general agents in the suburban field.

The Mechanics & Traders, also of the National of Hartford group, is again represented in the office of Ogden &

INSURANCE SOCIETY ANNIVERSARY

More than 500 persons gathered at the 30th anniversary banquet of the Insurance Society of New York, over which George E. Hayes presided. The speakers were S. S. Huebner of the University of Post Action 1988. versity of Pennsylvania; Lee Galloway, Alexander Hamilton Institute, and Ed-mund J. Donegan. Six charter mem-bers were seated at the president's

COMPANY NEWS

Central States Will Expand

Plans to Enter Coast Field-Two Officials Promoted-Field Men in Conference

E. V. Chaplin, who has been secretary of the Central States Fire of Wichita, was elected vice-president at the company's annual meeting. E. Y. Dukes, assistant secretary, succeeds him as secretary. All of the other officers and directors were reelected. It was announced that the company plans to enter the Pacific Coast states this year.

A meeting of general and state agents was held, attended by representatives

A meeting of general and state agents was held, attended by representatives from North and South Dakota. Minnesota, Colorado, Wisconsin, Wyoming, Illinois, New Mexico, Missouri, Oklahoma, Iowa and Nebraska. Department managers from Chicago, Detroit, Denver and St. Louis were also present. Three days were devoted to the study of new lines which the company recently has taken up, with particular reference has taken up, with particular reference to inland marine. Urban M. Lelli, gen-eral agent in Chicago for the inland marine department of the Phoenix of Hartford group, with which the Central States is affiliated, spoke on that subject.

Gleiser Named Secretary of the American Central

O. C. Gleiser, who since 1926 has been general agent of the Commercial Union, general agent of the Commercial Union, has been appointed secretary of the American Central, a member of the Commercial Union group. He will make his headquarters at the corporate office of the company in St. Louis.

Mr. Gleiser started in the business with the Illinois Inspection Bureau, which organization he left in 1920 to become special agent of the Commercial Union, a position he held until 1926.

Union, a position he held until 1926.

Agents' Net Premiums for Great Lakes in Increase

The Great Lakes reports agents' net premiums for 1930 at \$1,213,070, which represents a gratifying increase of about \$100,000 over 1929. The assets are listed at \$1,563,755; capital is \$500,000 and surplus \$307,529. The company adversurplus \$307,529. The company advertises that for each \$100 of liabilities, it has \$300 in assets. N. L. Piotrowski is president and James W. Knox is vicepresident and general manager.

Lafayette Buys Building

The Lafayette Fire has acquired the three-story brick building at 21-27-31 Magazine street, New Orleans, adjoining its present quarters. Only the third floor of the new building will be used by the company for the present.

FIRE ASSOCIATION OF PHILADELPHIA

THE RELIANCE INSURANCE COMPANY All of



VICTORY INSURANCE COMPANY

Philadelphia

OTHO E. LANE, President

JAMES G. MACONACHY, Vice-President

CONSTITUTION INDEMNITY COMPANY OF PHILADELPHIA

OTHO E. LANE, President

FRANKLIN VANDERBILT, Vice-President and General Manager

HEAD OFFICES

Fourth and Walnut Streets, Philadelphia

DEPARTMENTAL OFFICES

San Francisco

Dallas

Montreal

Chicago

Atlanta

L. E. Falls Urges Agents to Adopt Free Wheeling Idea

ADDRESSES NEW JERSEY MEN

Don't Force Assured to Keep Foot on Accelerator, American of Newark Official Advises

The recent automobile improvement

The recent automobile improvement known as free wheeling provided L. E. Falls, vice-president American of Newark, with a theme for an address before the New Jersey Association of Underwriters in Trenton.

"Business," Mr. Falls declared, "is adopting the principle of free wheeling and no insured with a large insurance account will continue to patronize the local agent with whom the assured must constantly keep his foot on the acceleralocal agent with whom the assured must constantly keep his foot on the accelera-tor to secure the insurance protection needed, parallel in its elasticity and scope to the improved methods by which the assured's busines is now con-

Agents, who operate on the free wheeling basis, will for instance, be the first to offer the owner of a building in process of erection an automatic builder's risk binder permitting the builder the protection of the values as they increase in the rising structure, charging the assured for the protection used as calculated upon monthly reports of value obtained by the insurance agent and the architect.

Fuller Adjustment Company Continues Under Old Name

OKLAHOMA CITY, March 4.—In accordance with the wishes of the late Guy H. Fuller, who had come into national prominence as head of the Fuller Adjustment Company, and whose recent death caused sorrow to insurance men all over the country, his organization will continue to function as it has in the past and will continue the use of the name Fuller Adjustment Co.

Mr. Fuller's various organization or association contacts had made him widely known. He was a past most loyal gander of the Oklahoma Blue Goose and a delegate to several grand nest meetings. Before entering the adjusting field he traveled in Oklahoma for years for the Springfield. He was

justing field he traveled in Oklahoma for years for the Springfield. He was manager of the Oklahoma City office of the Southwestern Adjustment Co. and while with that organization adjusted losses not only in the United States but in Central America as well. It was about ten years ago that he organized the Fuller Adjustment Co. He had built up a large business with a staff of 16 adjusters and offices in both Oklahoma City and Tulsa. At the same time of his death he was probably one of the best known insurance men in Oklahoma. In addition to his fire insurance activities he was also vice-president of the Home State Life of Oklahoma City.

Change Made in Denver

The Colorado and Wyoming general agency of the Travelers Fire has been given to Cobb, Miller & Stebbins of Denver. V. V. Roby previously manager of the company's branch office at Denver, has been called to the head office at Hartford, to take an important post in its eastern division. in its eastern division.

DULANEY IS NAMED TO HEAD ARKANSAS STATE DEPARTMENT

LITTLE ROCK, ARK., March 4.— The Arkansas senate for the second time refused to confirm the appointment by Governor Parnell of W. E. Floyd as commissioner. The governor has ap-pointed A. D. Dulaney, acting commis-sioner, to the post.

This action followed report of the

special investigating committee on re-cent difficulties of the Home of Arkansas insurance group. The report was that no examination had been made of Home Life by the state department since 1928 until November 1930 after the closing of American Exchange Trust company.

The report states that laxness exists in checking securities.

Barber Chairman of Aero Board; Lloyd is President

Horatio Barber, founder of the Aero Underwriters Corporation and subsidiary companies, and their president, has vacated his position to become chairman of the board. He is succeeded by George L. Lloyd, who has been first later with the Westchester and then with the Independence.

vice-president of each of the companies. Aero Underwriters, Aero Indemnity, Barber & Baldwin and Aero Engineer-ing & Advisory Service. President of the Aero Insurance Company is A. B.

INCORPORATED 1799

PROVIDENCE WASHINGTON INSURANCE COMPANY

of Providence, R. I.

Capital, \$3,000,000

Net Surplus, \$8,159,490

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE COMPANY

Richmond, Va.

Capital, \$500,000

Net Surplus, \$1,171,770

INCORPORATED 1928

Anchor Insurance Company

Providence, R. I.

OWNED AND OPERATED BY THE PROVIDENCE WASHINGTON INSURANCE CO.

Capital, \$1,000,000

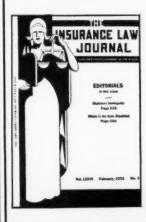
Net Surplus, \$563,657

WESTERN DEPARTMENT

175 W. JACKSON BLVD.

CHICAGO

J. R. CASHEL, Manager



STUDY INSURANCE LAW!

Accumulate Your Own Law Library as You Go!

Full texts of all court decisions on insurance cases of all kinds (fire, life and casualty—except surety and Workmen's Compensation) Are published in

THE INSURANCE LAW JOURNAL

Editorial comment on the leading cases. Index in every issue. Cumulative Index every six months.

We will bind these issues for you every six months, into a substantial law book, in buckram covers. Binding charge \$2 for each volume. Thus you are preserving these valuable documents for future reference and building your own law library as you go.

THE INSURANCE LAW JOURNAL 27 Cedar Street, New York

Send for free sample copy.



COSMOPOLITAN FIRE INSURANCE **COMPANY**

JAMES A. BLAINEY, President

75 MAIDEN LANE NEW YORK, N. Y.

Cash Capital, \$1,000,000.00

STATEMENT AS OF DEC. 31, 1930

ASSETS

Bonds and Stocks (Market	
Value)\$1,7	77,095.80
Cash in Banks and Offices 2	275,825.31
Due from Bankers for Se-	
curities 2	214,601.25
Agents Balances (less than	
90 days) 3	346,203.03
Due from Other Companies	17,844.77
Interest Accrued and Other	
Assets	8,455.87

LIABILITIES

Total Admitted Assets . . . \$2,640,026.03

Th							
R	01	30	190	\$7.	0	0	
11	Li	3 C		V	u	0	

For Unearned Premiums \$	852,523.99
For Losses	123,633.00
For Taxes, Commissions, Etc.	46,586.02
CAPITAL\$1,000,000.00 NET SUR-	
PLUS 617,283.02	
Surplus to Policyholders . 1	,617,283.02

Total\$2,640,026.03

Attractive Agency Contracts

Uniform Commission Goal of Marine Prospect Companies, Jersey Men Told

(CONTINUED FROM PAGE 3)

Underwriters Association members pay Underwriters Association members pay the same commission rates, while non-affiliated institutions allow whatever terms they see fit. Generally speaking the free lance companies pay an added figure for preferred risks, and a lower one for special hazards than the affili-ated institutions, with the result that the former offices are writing ever in-creasing volume of the desirable classes. creasing volume of the desirable classes.

creasing volume of the desirable classes.

"The companies generally opposed the New Jersey law when it was proposed, feeling it would be declared unconstitutional by the courts. Now that the right of a state to control commissions has been affirmed by the United States Supreme Court, however, managers envision state after state enacting such statute and unless the amount of commissions to be paid thereunder be clearly defined, an ever mounting commission cost will result."

While the average expense element in

While the average expense element in the fire insurance business has increased the fire insurance business has increased 6 percent in the period from 1919 to 1928, the advance in agency commissions in the same period was 7 percent. "So far as New Jersey is concerned," he asserted, "while exact figures are not available, my clear impression is that the average expense commission in the state is close to 27 percent, at least three points higher than it was before the passage of the present regulatory the passage of the present regulatory

Method in Southeast

"Throughout the entire jurisdiction of the Southeastern Underwriters Associa-tion the commission allowed on all but automobile and fire business is 20 per-cent flat, and the member companies write about 95 percent of the total premiums in the territory. In Mississippi commissions are determined upon by majority vote of all fire companies licensed in the state. The graded scale

"In ordinary territory in the balance of the country 20 percent is the ruling figure. From time to time managers have considered the advisability of adopting this rate the country over; arguing that unless the expense element in the business be voluntarily reduced. in the business be voluntarily reduced, action to that end will very likely be taken by the state legislatures. A bill to hold commissions to 20 and 25 percent is now before the Texas legislature, and with a reported fair prospect of pas-

"While I do not underestimate," he concluded, "the value of the agency force to the companies and hold they should to the companies and hold they should be properly compensated for their services, I think they are making a serious mistake in seeking high commissions, experience having proven that high commissions induce the entry into the field of scores of people who would not otherwise be attracted to it. By virtue of such accessions to their ranks, the legitimate agent finds competition greatly increased and his income curtailed. In the minds of many of my managerial associates who have made a careful study of the agency and general expense element of the business, 20 percent would be a very fair figure for the cent would be a very fair figure for the companies to pay for business production, and its acceptance by the organized agents would ultimately redound to their profit, and at the same time would forestall adverse legislation.

TEXAS COMMISSION BILL

AUSTIN, TEX., March 4.—Under a measure offered in the lower house by Representative McCoombs the maximum commissions paid local agents in Texas would be fixed by law. The proposed measure leaves no option with the board of insurance commissioners, the companies or the agents in the matter of commissions on fire insurance or any of commissions on fire insurance or any other line written by fire insurance companies. It provides for 20 percent commission on fire business and 25 percent on automobile.

Might Be Worse

(CONTINUED FROM PAGE 10)

"All the local agent has to do is to use

imagination and get the prospect."

Mr. Maccabe pointed out the fundamental differences between the fire busimental differences between the fire business and ocean business. Basically, he said the fire business is a controlled business and subject to little competition from foreign sources. The ocean business is not controlled and there is nothing that can be done about controlling it except purely by agreement trolling it except purely by agreement between the underwriters for purposes of saving their own "necks." Another difference is, according to Mr. Mac-cabe, that the fire and inland lines are not essential to the assured in the are not essential to the assured in the sense that the ocean lines are. A man can continue in business without fire insurance but banks will not accept documents from exporters or importers without insurance attached.

Mr. Maccabe reported that there has

been a satisfactory increase in pleasure yacht business but the loss ratio has been deplorable. Companies have had difficulty in getting insureds to carry out the recommendations of inspectors. out the recommendations of inspectors. That there is plenty of business to be had in the United States is attested to by the fact that on June 30, 1930, there were 243,702 numbered boats in the United States, that is, boats over 16 ft. in length; the National Association of Engine & Boat Manufacturers estimates that there are 1,729,000 motor boats in the United States.

Times are not lean for everyone. Mr.

the United States.

Times are not lean for everyone, Mr. Maccabe observed. A man who buys a yacht doesn't notice the difference in conditions. The prospect for yacht insurance may live in a neighborhood far from salt water and just because an agent is remote from the sea is no reason why he should not be on the lookout for this business.

Use of Banks in Selling Side Lines Is Advocated

(CONTINUED FROM PAGE 8)

was when it was administered by the

was when it was administered by the man who created it.

Under many circumstances, trust agreements require inland marine and casualty policies.

Mr. Kinsman pointed out that business can be written through trust officers with a minimum of sales resistance. cers with a minimum of sales resistance because the cost is defrayed by the estate and not by the trust officer. He estate and not by the trust officer. The pointed out that persons whose estates are being trusteed should be advised to purchase additional life insurance to cover property insurance premiums. He advocated the inclusion in trust agreements of the duties of trustees insurance premiums. ance-wise.

Those insurance people who recognize the potential income source in trust officers, and who now lay the ground work for realizing on that opportunity, will have a tremendous advantage, he be-

Directory of the Dakotas

The new edition of the Underwriters The new edition of the Underwriters Handbook of North and South Dakota has been issued by The NATIONAL UNDERWRITER. This book contains a veritable gold mine of insurance information in these two states. Insurancewise the Dakotas are assuming more importance as the years go by. The distributions of the control of the con rectory gives a list of agents and their companies at every point. The insur-ance laws are reviewed in a concise, clear way.

Van Schaick Committee Head

President Jess G. Read of the National Convention of Insurance Commissioners announces the appointment of Superintendent Van Schaick of New York as chairman of the committee on valuation and securities to succeed Superintendent Reham who died recently. perintendent Behan, who died recently.

March :

IN

Fireman Firemer Frankli Glens F Globe & Great A Great A Great A Halifax Hannove Harmon Harmon Harmon Harmon Harmon Harmon Home I Htfd. S Home. Home I Homest Lincoln Salver Harmon Majesti Marylan Merchan Merchan Merchan Merchan Nationa Peoples Phoenib Preferr Prov. V. W. Y. 2 Occiden Pacific Peoples Phoenib Preferr Prov. V. Republi Rossia Rossia Springf St. Pau Sun Li Transpo Transpo Travele U. S. G U. S. Fi U. S. F U. S. K Westch

Com

A ne minal a mee plosior Protec Bergst reau is

"Mo a new sored of the Natior This St. Lo fire do

salvag

INSURANCE STOCK QUOTATIONS

By H. W. Cornellus & Co., 105 South La Salle St., Chicago, as of March

La Saile St., Chieng		1 Mare	n 2
Granda Name	Div. per	731.3	4 . 1 1
Stock Par Aetna Cas 10	Share	Bid .	Asked
Aetna Cas 10	$\frac{1.60}{2.00}$	- 90	95
Aetna Fire 10 Aetna Life 10	2.00	50	52
Aetha Life 10	1.20 4.00	$\frac{58}{100}$	60
Agricultural 25	1.60	25	110
Amer. Fanit 5	$\frac{1.60}{1.20}$	17	27 19
Amer. Alliance 10 Amer. Equit 5 American, N. J 5	1.00	17 171/2	19
Amer. Reserve 10	3.00	31	35
Amer. Reserve . 10 Amer. Reins 10 Amer. Surety 25 Automobile 10	$\frac{3.00}{3.00}$	47	52
Amer Surety 25	6.00	86	91
Automobile 10		30	32
Automobile 10 Baltimore Amer. 5 Bankers & Ship. 25 Boston 100 Brooklyn 5 Carolina 10	.80	13 1/2	15
Bankers & Ship. 25	3.50	95	105
Boston100	16.00	575	600
Brooklyn 5	1.20 1.50	12 27 19 293	14
Carolina 10		27	29
Camden 5	1.00	19	22
City of N. Y 100	16.00	293	320
Contl. Assurance 10	2.00	68 35	72 36
Continental Cas. 10	$\frac{1.60}{2.40}$	49	51
Continental, N. Y. 10 Fidelity & Dep., 50 Fidel. Phenix 10 Fire Assn 10	9.00	158	165
Fidel Phenix 10	2.60	158 54	56
Fire Assn 10	1.60	23	24
Firemans Fund 25	5.00	86	87
Firemen's 10	2.20	86 28	30
Franklin 5	1.60	28	30
Carolina 10 Camden 5 City of N. 100 Contl. Assurance 10 Continental Cas. 10 Continental N. Y. 10 Fidelity & Dep. 50 Fidelity & Dep. 50 Fidel Phenix 10 Fire Assn. 10 Firemans Fund. 25 Firemen's 10 Franklin 5 Glens Falls 10 Globe & Rutgers. 100 Great Am Fire 10	1.50	5.0	54
Globe & Rutgers. 100	24.00	695	720
Great Am. Fire 10	1.60	29	31
Globe & Rutgers.100 Great Am. Fire 10 Great Am. Ind 10		23	26
Great Lakes 10		8	10
Halifax 10	1.20	21	23
Hanover 10	1.60	38	40
Harmonia 10 Hartford Fire 10	$\frac{1.50}{2.00}$	27 65	29 67
Home F. & M 10	2.00	321/2	39 1/2
Htfd. St. Boiler, 10	1.60	59	63
Home, N. Y 10	2.00	36	38
TT Thing Class 10	2.00	36	9
Home Fire Sec. 10 Homestead 10 Import. & Exp. 25 Independ. Indem. 5 Ins. Co. of N. A. 10 Knickerbocker 5	1.00	20	22
Import. & Exp 25	4.00	34	38
Independ. Indem. 5		5	6
Independ. Fire 5		- 5	6
Ins. Co. of N. A. 10	•2.00	60	62
Knickerbocker 5	1.50	1.4	20
Lincoln Nat. Life 10	2.50	60	63
Ins. Co. of N. A. 10 Knickerbocker. 5 Lincoln Nat. Life 10 Lincoln, N. Y 10 Lloyds Cas 10 Majestic Fire . 10 Maryland Cas 10 Merchants, Com. 10 Merchants, Pfd. 100 Merch. & Mfrs. 5	2.40	25	30
Majortio Pine 10	.60	5 5	6 1/2
Maryland Cas 10	.2.00	35	37
Merchants Com 10	2.00	55	60
Merchants, Com. 10 Merchants, Pfd. 100 Merch. & Mfrs. 5 Metropol. Fire. 10	$\frac{2.00}{7.00}$	110	00
Merchants, Pfd. 109 Merch. & Mfrs. 5 Metropol, Fire 10 National Cas 10 National Fire 10 National Liberty 5		11	14
Metropol, Fire 10	1.00	8	10
National Cas 10	1 20	19	23
National Fire 10	2.00	60	62
National Liberty 5	.50	8 1/2	10
National Surety. 50	5.00	60	62
National Union100	12.00	160	170
National Fire 10 National Liberty 5 National Surety. 50 National Union 100 New Brunswick 10 Northern, N. Y. 25 North Piver 10	1.50	26	28
New Hampshire. 10	*1.60 4.00	45 70	48
North River 10	2.00	45	48
N. W. National 25	5.00	110	120
Occidental 10.		110 20	24
Pacific Fire 25	6.00	110	120
Peoples Nati b		71/2	9
Phoenix 10 Preferred Acci 20	2.00	71	73
Preferred Acci 20	3.00	47	52
Phoenix 10 Preferred Acci. 20 Prov. Wash. 10 Republic Fire. 10	2.20	53	55
Republic Fire 10	2.00	14	16
Rossia 10	2.20	23	25
St Dani E 6 M	4.50	23 112 172	118 178
Rossia 10 Springfield 25 St. Paul F. & M 25 Sun Life 100 Transport Indem . 10 Transport	6.00	1800	
Transport Indom 10	*25.00	1800	1900
Transportation 10		10	11
Travelers 100	*24.00	1060	1090
U. S. Casualty., 25	4.00	52	57
Transportation . 10 Travelers	2.00	36	38
U. S. Fire 10	$\frac{2.40}{16.00}$	57	60
U. S. Mer. & Sh.100	16.00	310	340
Westchester 10	*2.50	49	52

*Extra dividend paid.

Committee Adopts New Code for Terminal Elevators

A new code for the regulation of ter-A new code for the regulation of terminal grain elevators was adopted at a meeting in Chicago of the dust explosion committee of the National Fire Protection Association of which N. G. Bergster of the Western Actuarial Bureau is chairman. The changes will be presented at the annual meeting of the Fire Protection Association in Toronto. The code was considerably amplified.

New Firemanship Film

"Modern Firemanship" is the title of a new two-reel motion picture sponsored by the fire prevention department of the Western Actuarial Bureau and the visual education committee of the National Fire Protection Association. This film, which was photographed in St. Louis in connection with the annual fire department instructors' conference in January, features a number of modern fire department training evolutions, including life saving, drill evolutions and salvage.

CHANGES IN THE FIELD

J. C. Swisher, Jess Coldiron, H. W. Hunter Added to Field Staff of Omaha Office

The Morrison & Clark general agency of Omaha, Neb., announces the appointment of three field men, one of whom will also have charge of the agency's loss department.

J. C. Swisher, who has been traveling for the National Union, has joined Morrison & Clark as state agent with head-quarters in Des Moines. Mr. Swisher will represent the Globe & Rutgers, Royal Indemnity and New Brunswick

Jess Coldiron has been appointed special agent for Morrison & Clark to assist State Agent H. S. Searle in Kansas. sist State Agent H. S. Searle in Kansas.
He will represent the Globe & Rutgers,
Carolina and Royal Indemnity.
Henry W. Hunter of Lincoln, Neb.,
has been named superintendent of the

agency's loss department and he will also act as special agent.

Morrison & Clark Appointees | French Takes New Ohio Field

Former America Fore Field Man Goes with Fire Association in Rearrangement of That State

The Fire Association is rearranging its Ohio field. In order to release State Agents Souders and Winnard for greater production effort, a portion of each of their territories has been made into a third field territory, and C. N. French assumes charge of the newly created field, with headquarters in the A. I. U. building, Columbus. Mr. French has been supervising northeastern Missouri for the America Fore group, but is a product of Ohio and is happy to return to his native state. turn to his native state.

I. R. Hull

J. R. Hull has been appointed state agent of the Superior and National-Ben Franklin in Indiana outside of Indianapolis. He will make headquarters in the Guaranty building in Indianapolis.

ization with headquarters at Altoona.

Home Fire & Marine reports income from investments exceeded dividend requirements by over \$90,000. Net premiums for 1930 show decrease of \$134,000.

He formerly traveled in Indiana for the Liverpool & London & Globe and prior to that was special agent of the Liverpool in South Dakota.

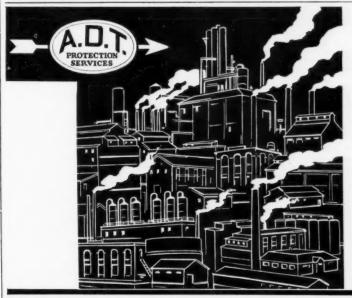
M. B. Yager has been appointed state agent of the Bankers & Shippers, New Jersey and Pacific Fire of New York in Indiana and southern Michigan with headquarters at Indianapolis. He was formerly Indiana state agent of the National-Ben Franklin and Superior.

J. K. Snodgrass

J. K. Snodgrass, Oklahoma state agent Columbia Fire Underwriters, which was placed in the office of C. H. Cowan, state agent National Fire, has been appointed special agent by the Crum & Forster fleet under L. C. Dame, Oklahoma state agent.

Albert J. Ruth

Albert J. Ruth of Parkersburg, W. Va., special agent of the Fire Association group, is being transferred to central Pennsylvania for the same organization with headquarters at Altoona.



Property Protection for Industry Income Protection for You!

Alert brokers capitalize the positive protection provided by A. D. T .- to secure clientgoodwill and protect premium income.

In factories, in hospitals, theatres, schools, hotels, department stores—in all types of buildings—A. D. T. Central Station Services keep fire losses at a minimum, prevent heavy damage to property. This positive "insurance" on insurance is a permanent guarantee of your premium income.

Take advantage of the opportunity to better serve your clients! Advocate A. D. T. Protection Services, operating throughout the nation and protecting properties valued at more than 22 billions of dollars.

Write for complete information.

AVENUE . NEW

March

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager: NORA VINCENT PAUL, Vice-President; WILLIAM A. SCANLON, GEORGE C. ROEDING and O. E. SCHWARTZ, Associate Managers

C. M. CARTWRIGHT, Managing Editor LEVERING CARTWRIGHT, Ass't Managing Editor FRANK A. POST, Associate Editor CHARLES D. SPENCER, Associate Editor DALE R. SCHILLING, Associate Editor

PUBLICATION OFFICE, A1946 Insurance Exchange, CHICAGO. Telephone Wabash 2704 CINCINNATI OFFICE, 420 E. Fourth St., Telephone Main 5781, RALPH E. RICHMAN, Manager ABNER THORP, JR., Director Life Insurance Service Dept.

NEW YORK OFFICE 80 Maiden Lane, Tel. John 1032 GEORGE A. WATSON, Associate Editor

105 Montgomery Street, Tel. Kearny 3054 FRANK W. BLAND, Resident Manager DETROIT OFFICE 1015 Transportation Bldg., Tel. Randolph 3994 J. A. PETERS, Resident Manager

SOUTHEASTERNOFFICE—ATLANTA, GA.

1517 First National Bank Building
1517 First National Bank Building
W. J. SMYTH, Resident Manager

412 Land Title Bldg., Tel. Rittenhouse 3645
W. J. SMYTH, Resident Manager NEW ENGLAND OFFICE-42 Clinton Ave., E. Weymouth, Mass. J. M. DEMPSEY, Resident Manager

Entered as Second-class Matter April 28, 1928, at Post Office at Chicago, Ill., Under Act, March 3, 1879

Subscription Price \$4.00 a year; in Canada, \$5.00 a year. Single Copies 20 cents. In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50







SAN FRANCISCO OFFICE

DES MOINES OFFICE

716 Fleming Bldg., Tel. 4-8712 R. E. HEATH, Resident Manager

Local Agent Demands a Leader

communication to this paper suggests gram and offer it as a starting point to what has often been in our minds and getting some place. that is the need of a man or a committhe adaptation of insurance to chang- the controversy. ing needs. The men in the business have too much on their minds now to have our choice of hanging together or spend any considerable time in what hanging separately. We realize that it might be termed laboratory work.

Mr. SHEPARD feels that the business the proper perspective. The men in the complimentary extent, deservedly or not. business are too closely allied to their individual tasks to think deliberately and impartially. Here is some of Mr. tile to attempt an itemization of the SHEPARD's comment on the present situa-

that we need a leader. If he can't be ranks what we need to do, so that we in the profession, then he might be iden- can all do it happily together. It can tified with it. We don't necessarily need be done, and obviously those of us in a man with shoulder straps and a uni- the ranks do not have the power nor form, but a man who can see at least are we able by virtue of our status to the various sides of the situation, who think as clearly as we might, to be has had long contact and association wholly dispassionate, nor do we have

J. J. SHEPARD of the SHEPARD INSUR- that if his criticism or his rebuke struck ANCE Agency of Cedar Rapids, Ia., in a me it would be respected, to make a pro-

"It seems we are getting no place tee of trained insurance men who are with increased celerity and speed, and not connected with any company but like the disagreement over the morning who are giving their time and energy toast, the breach may possibly widen to the study of insurance problems and out of all proportions to the merit of

"Many of us are aware that we may is up to us to regulate ourselves or someone will do it for us. We know needs a leader. He contends that a man that the people and the legislators of influence, high character, strict prob- can ultimately be relied upon to know ity, a man of vision, a diplomat and yet that which is good and if it proceeds one who possesses courage could point out of our own ranks, or our own prothe way to more harmonious relation- fession, we will achieve a respect which ships. He doubts now whether we have possibly has been discounted to an un-

"If our regulation proceeds from without the profession, it is needless and fuharm which we might all suffer. Someone should analyze the situation and de-"It seems to me as a very small agent termine in the order that the importance with the business, whose status is such the opportunity of proper perspective."

Stormy Seas Develop Expert Pilots

pert pilots are developed as they guide test for all leaders.

THESE may be stormy times speaking their boats over stormy seas. Anyone from an economic standpoint. Certainly with piloting experience can qualify there is no great boasting or elation while the ocean is calm. It takes an over business conditions. Likening the experienced pilot, one who has had to business craft to a ship, it is sailing meet battling waves, to ride out of the through stormy waters. However, ex- storm safely. The present time is a real

PERSONAL SIDE OF BUSINESS

H. W. Jackson, head of the Riall-Jackson Company agency, who was mayor of Baltimore from 1923 to 1927, is unopposed for another term in the city hall, having filed his papers last week. After serving his first term Mr. Jackson did not run for reelection.

Fred J. Sauter of Chicago, Cook county manager Boston and Old Colony, has been on an extended business and vacation trip in the east and south and spent some time in North Carolina visiting relatives.

Commissioner **Don C. Lewis** of South Dakota is reported now well on his way to recovery and expects to be home within the next two weeks. Commis-sioner Lewis went to St. Mary's Hospital, Rochester, Minn., in January for an operation for a cancerous growth and has been confined to the hospital throughout the session of the legisla-

F. C. Harvey, president of the Harvey-Nelson Underwriting Company, attorney-in-fact for the Western Reciptorney-in-fact for the Western Recip-rocal Underwriters, Kansas City fire reciprocal, has been elected president of the Sentinel Life of that city. He has been vice-president and chairman of the executive committee of the life com-

I, J. Solon, manager of the Under-writers Adjusting for Indiana, is seri-ously ill at an Indianapolis hospital, following an operation.

W. J. Hayden, 61, chief of the Milwaukee Board's fire insurance patrol since 1927 and a member of it for more than 40 years, is dead. He had been stricken with a heart attack while on duty a week before his death.

Chief Hayden joined the patrol as a canvasman Sept. 8, 1890, when only one rig ran out of the station with four men clinging to the rails. He was made a

clinging to the rails. He was made a lieutenant in two years, and a captain in four. Four years ago he became chief of the patrols, succeeding M. J. Curtin, who had completed 53 years of service.

G. M. Beattie, Tennessee state agent for the New York Underwriters, a company with which he had been connected for 22 years, died in a hospital at Brownsville, Tenn., as the result of a heart attack. He was 67.

Beattie was one of the oldest field men in point of service in Tennessee. He made his headquarters in Memphis in the office of J. P. Edrington & Co.

O. Rey Rule, former head of Rule & Sons agency at Los Angeles, who was also vice-president of the Pacific Indemnity and Pacific American Fire, has been appointed assistant building and loan appointed assistant building and loan commissioner of California. Following his resignation from his insurance con-nections about a year ago, Mr. Rule made a tour around the world from which he returned a short time ago.

Byron K. Cowles, state agent Phoenix of Hartford with offices in Minneapolis, who underwent a major operation at St. Mary's hospital, Rochester, Minn., recently, is rapidly recovering.

Funeral services were held at Gainesville, Ga., for Thomas C. Candler, retired state agent in Georgia for the Fireman's Fund, who died at the age

Secretary E. A. Flickner of the Republic Fire of Pittsburgh is celebrating his silver anniversary with the company March 6. When Mr. Flickner joined the company, it was his ambition to attain the position which he now holds. He has passed through all the departments of the company, including daily report examiner, special agent, assistant secretary and secretary, the position to

G. W. Stephens, Jr., 73, a pioneer Oklahoma City local agent, died sud-dently of heart trouble at his home last

J. R. Gardner, president of the Merchants Fire of Denver, is making an extended trip through the middle west, calling on state and general agents. He will visit St. Louis, Indianapolis, Chicago and other cities.

Ulric S. Atkinson, secretary of the Public Fire of Newark, has been made vice-president and secretary.

T. Z. Franklin, manager of the special hazard department of the Automobile, has perfected a fire prevention demonstration, which is so good that it holds the interest and is entertaining. as well as instructive even for special agents, who are probably the severest critics of fire prevention lectures. Mr. Franklin's method consists of creating Franklin's method consists of creating a dust explosion in a miniature grain elevator, causing a house to burn by overloading electric circuits, showing with the aid of actual fire the hazard of gasoline vapors and the inflammable characteristics of certain chemical combinations, which often exist in warehouses. He presented his demonstration before the western field conference of his company. of his company.

Montgomery Clark, vice-president Hanover, who is on a visit to Florida and other general agencies in the south, is now spending a few weeks with his old associate, Fred A. Hubbard, now a Florida citrus fruit grower.

Mrs. Josephine Garlich, wife of Edward M. Garlich of St. Louis, state agent for the Glens Falls, died Sunday morning of pneumonia following a short illness. Funeral services were held in St. Louis Wednesday.

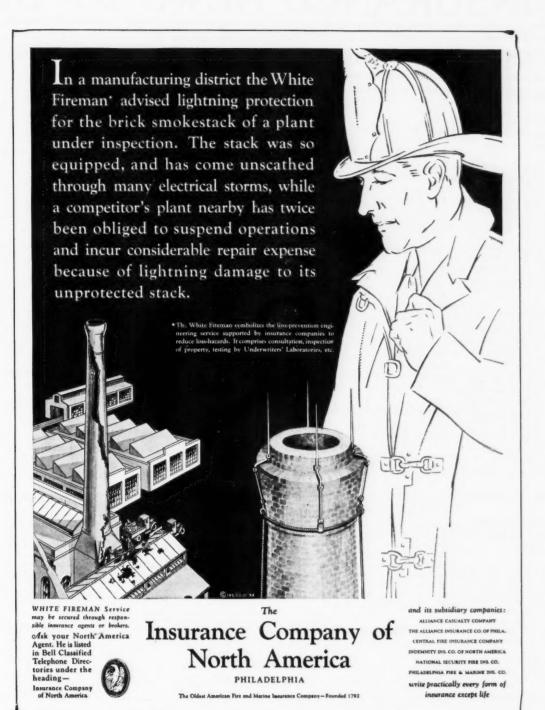
Paul B. Sommers and Laurence E. Falls, vice-presidents of the American of Newark, attended this week the annual meeting of the Dixie Fire at its home office at Greensboro, N. C. On their return they will stop at Baltimore to visit several of the agencies of the American.

Minnesota fire insurance men hope to welcome home again W. M. Higley, one of the pioneer field men of the state, next summer. Mr. Higley, who served the Hanover Fire for more than 20 years, expects to be in Minneapolis for years, expects to be in Minneapons for the silver anniversary celebration of the Minnesota Blue Goose, according to a letter received by C. F. Butts, most loyal gander. Mr. Higley retired five years ago and has lived since then in Babson Park, Fla.

George W. Brinsmaid, who was for-merly manager of the central depart-ment in Chicago for the Western of Fort Scott, is now in Cincinnati, acting as secretary for the Shipley Insurance Agency Company.

C. C. Fowler, special New York deputy superintendent of insurance in charge of liquidations, was the guest of honor at a dinner in New York City last Saturday. Over 100 were present. Four former New York superintendents of insurance spoke: W. H. Hotchkiss, F. R. Stoddard, J. A. Beha and Judge Albert Conway.

Rules should be made of tough rubber-to stretch under pressure of exceptions, but to snap back into shape as soon as the pressure of the exception



THE stack of an industrial plant may be a veritable Heel of Achilles. If unprotected from lightning, it is liable to damage that may seriously cripple all the power-using departments of the plant. The Loss-Prevention work of the White Fireman includes the detection of and recommendations for the remedy of lightning vulnerability.

Above is shown in reduced size and without the color of the original, a full page advertisement appearing in the Saturday Evening Post, March 21st; Literary Digest, March 21st.

March 5

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

Officials at Joint Luncheon

Superintendent Warner Offers Co-operation to Field Men-Tangeman Urges High Business Conduct

COLUMBUS, March 4.-One hundred attended a joint luncheon of the Fire Prevention Association and the Ohio Blue Goose in Columbus Monday Ohio Blue Goose in Columbus Monday to honor recently appointed insurance and fire prevention state officials. H. R. Underwood was toastmaster. Speakers included T. H. Tangeman, state director of commerce; Judge C. T. Warner, insurance superintendent; Earl Stewart, deputy superintendent; Bolon Barnhouse, deputy fire marshal, and Judge C. S. Younger, former insurance superintendent. intendent.

Warner Offers Cooperation

Judge Warner expressed the desire of Judge Warner expressed the desire of the insurance department to cooperate with the fire insurance men in every way possible. In his address, Mr. Tangeman said the insurance business should be conducted on such a high plane that every policyholder would have as much confidence in his insurance policy as he has in a government bond. So long as the highest type of men are engaged in the insurance business and the work is conducted on a high ethical plane there should be no demand for government interference with insurance, Mr. Tangeman said. Tangeman said.

Place Widespread Coverage

Interesting Details on Starrett Hotel, Office Building and Garage Insurance Revealed

The entire line of insurance on the ew Starrett enterprise in Cincinnati, new Starrett enterprise in Cincinnati, including a 48-story office building, a 29-story hotel, a 25-story garage and an addition to a department store, taking up half a block in the heart of the city, has not as yet been finally written but some interesting facts about it are but some interesting facts about it are now available.

A policy for \$12,000,000 covering fire, windstorm and inherent explosion insur-

ance was placed through the Western Factory Association. There is also \$1,-200,000 simple explosion insurance, \$2,-000,000 fire and tornado (rent insurance) and \$100,000 sprinkler leakage.

The hotel furnishings are protected by a \$1,000,000 fire policy.

The office building has 14 elevators, on which there is a liability limit of \$100-500,000 and other liability coverages on the building include general and employes liability. The garage elevators have a liability of \$10-30,000.

Five Hundred Mirrors Covered

The plate glass insurance covers, in the hotel, 550 mirrors which range in size from one foot square to one large mirror 8x13 feet. It is interesting to note that the mirrors in the "Hall of Mirrors" however the mirrors in the "Hall of the state of t Mirrors" have gold reflectors, the first instance that is known of the use of gold instead of silver backing for reflectors. There are also 750 plate glass windows in the office building, all below the fourth floor

The hotel liability with limits of \$100-300,000 covers ten elevators and all liability which the hotel may incur resultregardless of location. This also covers the employes of the hotel in the building itself as well as outside when acting in line of duty. A special policy of note is one covering food and other products of the hotel when served out-

side of the building.
There is also miscellaneous insurance, such as bonding of employes, forgery bonds, messenger robbery and safe de-posit which covers the safe in the hotel office where guests may deposit valu-

The fire protection signal service most complete in every detail. The chief engineer gets the location of the fire and the floor it is on without the occupants of the hotel or building knowing it, by means of a system of elec-

Schlesinger Elected President

WHEELING, W. VA., March 4.—
C. S. Schlesinger was elected president of the Wheeling Underwriters' Association at its annual meeting. Other newly elected officers include Roy Naylor, vice-president; Harold Bycott, secretary-treasurer, and W. J. Kaltenbach, C. O. Law, J. H. Stephens, H. Gilbert, C. A. Vaden, C. L. Van Camp and W. S. Berrehsem, directors.

Rabbi Charles Shulman spoke on "Psychology" and Charles Schlesinger gave a brief talk.

New Canton Adjusting Office

The Reserve Adusters, Inc., has been organized at Canton, O., to handle all lines of fire and casualty adjusting, investigations and inspections. They will be equipped to handle claims under any and all forms of insurance. The officers are: G. W. Harrison, president; F. H. Broad, vice-president and treasurer; E.

. Austin, secretary. Mr. Harrison has had considerable experience in the adusting business, having been with the Travelers as an aduster for many years. Mr. Broad is connected with the real estate department of the Leonard Agency Co. and Mr. Austin is an attorney who had considerable experience in the insurance business. Of these have been enemed in the First Nature 1. fices have been opened in the First National Bank building, Canton.

Ohio Tax Action Deferred

COLUMBUS, O., March 4.-Ohio in surance men who are much interested in the action that the legislature may take on a new state tax system as it may affect insurance, learned this week that the subject probably will not be taken up by the special legislative committee

out of the way. It is expected that the routine business will be finished by the middle of April and that then the legislature will be free to go into the taxa-tion question under the classification amendment adopted in 1929.

Ohio Inspection Activities

The inspection of Cuyahoga Falls by the Ohio Fire Prevention Association in cooperation with local officials and in cooperation with local officials and service clubs and others was especially successful. R. E. Vernor of the Western Actuarial Bureau, Chicago, spoke at the luncheon, with 200 present, and members of the fire department put on a safety demonstration. H. K. Rogers, the "fire clown," put on his act for the school children.

school children.
W. C. Howe and E. A. Reid are make ing preparations for an inspection at Warren April 22. "Smoky" Rogers will appear before the school children and Mr. Vernor will speak at the luncheon. Inspections also are to be held this spring at Chardon and Findlay.

May Cover Municipal Employes

The attorney general of Ohio has given a ruling that a municipality may expend public funds for life or disability insurance for its officers and employes. He also has held that township trustees may pay for insurance on risks due to damage which may result from the use of motor vehicles and road building

Would Regulate Dry Cleaners

The Ohio house has passed a bill which provides for stricter regulations in the construction of dry cleaning establishments, although it will not apply to establishments now in existence. Architects' plans for the buildings will now have to be approved by the state fire marshal fire marshal.

Ohio Notes

The Harmonia has been added the G. L. Ramey Agency companies for Ohio. C. E. Curtis, independent adjuster, Cleveland, has left for Florida to spend the next few weeks and will visit his son, Marvin Kent Curtis, the author.

The T. M. Jones Insurance Agency, Youngstown, O., and the American Un-derwriters, 1009 Union Trust building, Cleveland, have been incorporated.

The Fire Prevention Association Ohio announces that Millersburg, A dover and Middletown have entered inter-chamber fire waste contest of U. S. Chamber of Commerce.

the statutory standard fire policy of Minnesota. The case is that of Hardware Dealers Mutual Fire of Wisconsin vs. Glidden Company. The appellant argues that as interpreted by the Minnesota supreme court an award rendered under the statute is conclusive, there here here to right of appeal reserved. there being no right of appeal, reserve or any revisory jurisdiction being vested in the state court. The effect of the statute in this case it is argued is to statute in this case it is argued is to deny all recourse to the courts on the all important feature of the amount of loss and damage, which in the ordinary case is tantamount to the determination of liability, it is said. Right of the state to prescribe standard forms is not denied, but the mutuals content the right to make ascertions.

dard forms is not denied, but the mutuals contest the right to make ascertainment of amount of loss and damage under such contracts by arbitration or appraisal compulsory, and to deny the right of ordinary recourse in court. In the case in question the insurers declined to submit a disputed loss to arbitration. The insured under the statute appointed an arbitrator and when the mutuals failed to do so made application to a local judge for appointment of an umpire, whose award as to amount of loss was accepted as conclusive by the trial court and state supreme court.

Indiana Field Club Elects

The Indiana Field Club held its an-The Indiana Field Club held its annual meeting last week and elected the following officers: President, George S. Velentine, Jr., Ohio Farmers; vice-president, H. F. Sweeney, Northwestern National; secretary-treasurer, H. S. McElwain, Baltimore American.

A banquet in honor of Dana L. Jones, string accident week given protests.

retiring president, was given prior to the business meeting.

Seek Standard Provisions

LANSING, MICH., March 4.—Standard minimum provisions for automobile policies in Michigan will be sought in a bill which will be introduced in the state legislature this week. R. K. Orr, president Weltenin dent Wolverine, is sponsoring the pro-vision. It is expected that the bill will eventually become part of the Rushton bill empowering the insurance commissioner to regulate automobile rates.

Inspect Champaign March 19

The Illinois State Fire Prevention Association through its president, D. M. Lyman, has made arrangements to make an inspection of Champaign, Ill., March 19. Headquarters will be at the Inman Hotel where a luncheon will be held under the auspices of the chamber of commerce and Kiwanis club. The meeting will be addressed by S. L. Legried, state fire marshal, and R. E. Vernor, manager fire prevention depart-ment, Western Actuarial Bureau. A full attendance of its members is anticipated.

Form Indiana Boys' Patrol

A new organization, the Indiana Guide Fire Patrol, has been formed through cooperation of the "Indiana Farmer's Guide," published at Huntington, Ind., and State Fire Marshal Hogston. A program has been developed by which it is believed several thousand boys in the state will be enlisted in fire prevention work.

Indiana Notes

Indiana Notes

Insurance Trustees has been incorporated to do a general agency business by W. T. McKay, J. W. Thomson, L. D. Green, Angelia Sithen and A. T. Ueber.

Mrs. S. M. Alley, stenographer in the W. P. Ray general agency in Indianapolis, who suffered severe injuries in a bus accident last summer, has returned to her duties.

her duties.

S. A. Snimon, for some time with H. H. Woodsmall & Co. of Indianapolis, has been appointed manager of the insurance department of the Aetna Trust & Savings Company of that city.

CENTRAL WESTERN STATES

Indiana Inspection Bureau Calls Agents' Attention to Fact That Loss Is Not Covered Without It

INDIANAPOLIS, March 4.—E. M. Sellers, manager Indiana Inspection Bureau, has issued a bulletin to Indiana agents, calling attention to the importance of having it understood by fire insurance policyholders that the plemental contract (smoke da plemental contract (smoke damage rider) must be attached to policies if recovery is to be made in case of loss or damage caused by smoke from stationary heating apparatus, using oil for fuel. As a means of clearly indicating that no liability attaches for such a smoke damage loss under the policy unless the supplemental contract is attached, he calls attention to a sticker,

Smoke Damage Rider Needed | printed in red, which may be used, that

reads as follows:
"Smoke Damage. This policy does not cover loss or damage caused by smoke due to faulty operation of stationary fuel oil burning apparatus. If coverage is desired against such loss, policy must be endorsed accordingly and additional premium paid."

The use of this sticker will eliminate

chance for any misunderstanding as to the coverage of the fire policy and will also help the agent to add the smoke damage coverage.

Wisconsin Fire Mutuals Contest Minnesota Rule

Wisconsin fire mutuals have appealed to the United States Supreme Court from a decision of the Minnesota su-preme court upholding validity of the compulsory arbitration requirement in

-LOYALTY GROUP-

TRUE OPTIMISM

True Optimism is Faith; Faith in Humanity; Faith in the Nation; Faith in its Institutions; Faith in Yourself; Faith in the Present; and Faith in the Future.

False Optimism is Hope based on Desire.

Pessimism is compounded of lack of Faith in all that True Optimism is founded upon, and is acknowledgment of unbelief in self, too often coupled with the wish to profit through the misfortunes of others.

History, that Just Judge of Humanity, reads the record and inexorably records the verdict.

The Verdict is, always has been, and always will be that True Optimism is justified and its results proven: that False Optimism cannot last because of its unsound foundation; and that Pessimism cannot prevail, but must ever fail because of its inherent untruth and viciousness.

History records that the world progressed, and was in every way better and more prosperous in the year 100 than in the year 1 A. D., History records that the world progressed, and was in every way better and more prosperous in the year 1000 than in the year 100 A. D.; History records that the world progressed, and was in every way better and more prosperous in the year 1900 than in the year 1000 A. D.; and History will continue to record the progress of the world, and this record will show the year 2000 in every way better and more prosperous than the year 1900 A. D. It is reasonable to believe, and it is wise to believe, and most people do believe that the year 1931 will be in every way better and more prosperous than the year 1930. Voice, therefore your belief by word and act and aid it to come true in fullest measures. year 1930. Voice, therefore, your belief by word and act and aid it to come true in fullest measure.

Almost two thousand years ago a wise teacher and leader of men said:

"Now Faith is the substance of things hoped for, the evidence of things not seen".

Today Faith is as then. Today, as then, True Optimism is Faith. Thinking men must be and are True Optimists. That individuals have suffered misfortunes in the past and many have succumbed, and that individuals will suffer misfortunes in the future and more will succumb, cannot be denied, but such misfortunes, however hard for the individuals, are after all individual misfortunes and will not, in fact cannot stay the world march of progress and prosperity.

Do not be ashamed of your True Optimism, and do not be afraid to express it because you fear some pessimist may ridicule it and tell you that some day he will say "I told you so". Have courage and make known your True Optimism by voice and deed; make known your Faith in Humanity; make known your Faith in your Nation; make known your Faith in the Future; make known your Faith in Yourself; and make known your Faith that the tide has turned and that Prosperity has its hand stretched to knock at the door, and will surely enter if we but heed it, instead of harkening to cowardly fear.

NEAL BASSETT, President.

NEAL BASSETT, President

JOHN KAY, Vice-President and Treasurer

A. H. HASSINGER, Vice-President WELLS T. BASSETT, Vice-President

ARCHIBALD KEMP, 2d Vice-President

FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

NEAL BASSETT, Chairman of Board JOHN KAY, Vice-President HENRY M. GRATZ, President WELLS T. BASSETT, Vice-President A. H. HASSINGER, Vice-President ARCHIBALD KEMP, 2d Vice-President

THE GIRARD FIRE AND MARINE INSURANCE COMPANY

NEAL BASSETT, President
A. H. HASSINGER, Vice-President
WELLS T. BASSETT, Vice-President

ARCHIBALD KEMP, 2d Vice-President

THE MECHANICS INSURANCE COMPANY OF PHILADELPHIA

NEAL BASSETT, President

A. H. HASSINGER, Vice-President WELLS T. BASSETT, Vice-President ARCHIBALD KEMP, 2d Vice-President

NATIONAL-BEN FRANKLIN FIRE INSURANCE CO. OF PITTSBURGH, PA.

A. H. HASSINGER, Vice-President WELLS T. BASSETT, Vice-President ARCHIBALD KEMP, 2d Vice-President JOHN KAY, Vice-President

SUPERIOR FIRE INSURANCE COMPANY

NEAL BASSETT, Chairman of Board JOHN KAY, Vice-President W. E. WOLLAEGER, President
WELLS T. BASSETT, Vice-President

A. H. HASSINGER, Vice-President

THE CONCORDIA FIRE INSURANCE COMPANY OF MILWAUKEE

A. H. HASSINGER, Vice-President WELLS T. BASSETT, Vice-President ARCHIBALD KEMP, 2d Vice-President THE CAPITAL FIRE INSURANCE COMPANY CHARLES L. JACKMAN, President JOHN KAY, Vice-President

NEAL BASSETT, Vice-President CHARLES L. JACKMAN, President

UNDERWRITERS FIRE INSURANCE CO. OF CONCORD, N. H.

CHAS. H. YUNKER, President

JOHN KAY, Vice-President

WELLS T. BASSETT, Vice-President

A. H. HASSINGER, Vice-President

ARCHIBALD KEMP, 2d Vice-President

MILWAUKEE MECHANICS' INSURANCE COMPANY

J. Scofield Rowe. President H. S. Landers, Vice-Pres. & Gen'l Counsel S. WM. Burton, Vice-Pres. J. C. Heyer, Vice-Pres. EARL R. HUNT, Vice-Pres. S. K. McClure, Vice-Pres. JOHN KAY, Vice-Pres. A. H. HASSINGER, Vice-Pres. Wells T. Bassett, Vice-Pres.

THE METROPOLITAN CASUALTY INSURANCE COMPANY OF NEW YORK

NEAL BASSETT, Chairman of Board

C. W. FEIGENSPAN, President H. S. LANDERS, Vice-Pres. & Gen'l Counsel W. VAN WINKLE, Vice-President E. C. FEIGENSPAN, Vice-President JOHN KAY, Vice-President WELLS T. BASSETT, Vice-President

COMMERCIAL CASUALTY INSURANCE COMPANY

WESTERN DEPARTMENT

844 Rush Street, Chicago, Ill.

H. A. CLARK, Manager

Ass't Managers H. R. M. SMITH
JAMES SMITH FRED. W. SULLIVAN

EASTERN DEPARTMENT Newark, New Jersey

CANADIAN DEPARTMENT MASSIE & RENWICK, Ltd., Managers

PACIFIC DEPARTMENT

San Francisco, California

60 Sansome Street

W. W. & E. G. POTTER, Managers

Ass't Managers
JOHN R. COONEY CHAS. H. GATCHEL

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL -

"RAMEY SERVICE"

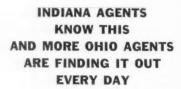
HAS BECOME

THE STANDARD

BY WHICH INSURANCE SERVICE IS MEASURED



A FEW ORGANIZATIONS CAN SERVE THE LOCAL AGENT AS WELL NONE ANY BETTER





Our Motto

"We help agents help themselves"

> WE ARE NOT IN COMPETITION WITH LOCAL AGENTS



Head Office INDIANAPOLIS



STATES OF THE NORTHWEST

Wisconsin Supreme Court Passes on a Case Where False Statements Appeared in Application

It is difficult for a company to defend a case where an agent seemingly has knowledge of a condition, even though he does not acquaint the company with it. In Talug vs. Fall Creek Farmers Mutual Fire, the Wisconsin Farmers Mutual Fire, the Wisconsin supreme court finds that the company denied liability on the ground that in the written application there were false statements as to the title to the property and incumbrances. The agent filled out the application without making inquiry of the assured and inserted the answers. The agent had before him the deed under which the property was acquired. He had knowledge of the existence of the mortgage. Section 209.06 provides: the mortgage. Section 209.06 provides:
"No written statement made by the insured shall defeat or avoid the policy unless such statement was false and made with actual intent to deceive or unless with actual ment to deceive or times the matter misrepresented or made a warranty increased the risk or contributed to the loss."

The court held that the clause provid-

The court held that the clause providing: "if the assured's interest in any of the property is less than a perfect title, or if any of the insured property is encumbered when insured, then in such case such fact or facts must be specifically disclosed by the assured to this company, otherwise this insurance shall be void and of no effect as to such property," does not in this case overcome the effect of the statute. The very evident intent of sec. 209.06 is to permit one to recover when he, acting in good faith, has done honestly all he is led by the agent of defendant to believe he is required to do to secure protection by inquired to do to secure protection by insurance.

Hear Oral Hygiene Talk

MINNEAPOLIS, March 4. -- Mem-MINNEAPOLIS, March 4.— Members of the Minnesota Blue Goose listened to a talk on oral hygiene by Dr. C. C. Sparrow at the weekly luncheon meeting in Minneapolis Monday.

Thirteen new members were added to the roll of the Minnesota Blue Goose at its midwinter meeting and initiation here last week. Most Loyal Gander Charles F. Butts directed the initiation.

Inspect Burlington, Wis.

The Wisconsin State Fire Prevention Association held a successful inspection at Burlington last week under the aus-pices of the Association of Commerce.

Knowledge of Agent Holds The field men inspected 153 buildings, and found 130 defective, with 411 de-

E. Hoskins, Superior Fire; L. R. R. E. Hoskins, Superior Fire; L. R. MacDonald, Dubuque Fire & Marine, and R. L. Nicholson, Michigan Fire & Marine, spoke at the schools. At the dinner in the evening C. R. James, Aetna, secretary of the association, and Mr. Nicholson were the principal speakers.

ers.

The association will hold its next inspection in Sheboygan.

Moorhead, Minn., Inspected

The Minnesota Fire Prevention As-ociation inspected Moorhead last week sociation inspected Moorhead last week. The inspection was requested and sponsored by the Moorhead chamber of commerce. American Legion units and Moorhead and Fargo, N. D., radio stations aided in the educational drive. The association will inspect International Falls March 18 under the auspices of the local Kiwanis club.

Will Inspect Minneapolis

Engineers of the National Board will start inspection of Minneapolis within the next two or three weeks. The inspection, according to Manager C. J. Lund of the General Inspection Bureau, will take about eight weeks.

S. L. McGowan Speaks

MINNEAPOLIS, March 4.—S. L. McGowan, Ocean Accident claim manager, spoke on "The Human Side of Claim Adjusting" at the meeting of the Minneapolis Insurance Club yesterday.

Put Hail Fund on Budget

A bill to place the hail insurance de-A bill to place the half insurance de-partment of North Dakota on a budget basis passed the legislature by a 57 to 55 majority, after it was assailed by Nonpartisan leaders.

Wisconsin Notes

R. T. Gravenstine of Milwaukee, state agent for the Hanover, is recovering from the "flu," after a two weeks' illness. The visit of J. G. Grundle, Milwaukee secretary of the Wisconsin Association of Insurance Agents, to Janesville, Wis., scheduled for last Thursday, has been postponed until another date.

Sponsored by the Kiwanis Club, the Minnesota Fire Prevention Association will make an inspection of International Falls, March 18, the fire department cooperating in the work. Under the auspices of the Kiwanis Club, a public meeting will be held at a luncheon.

cities, or work out joint arrangements of their own, for fire protection.

The house has already passed a bill and the senate has passed a substitute measure to permit the townships to levy a tax and either join cities in the purchase and support of for fighting against the senate of fire fighting against the senate of the the chase and support of fire fighting equip-ment or permit the townships to go together and purchase and maintain the equipment where no cities are available. It is believed that the house will accept the senate amendments to the bill and that the measure will become a law.

Already the motorization of every fire department in the state; the building of all-weather roads and the availability of water supplies on the farms have contributed materially to the reduction in tributed materially to the reduction in farm losses in recent years. The roads are being extended rapidy and the protection of fire fighting equipment is becoming available to more people each year. With the passage of the present law it is certain that the rural sections will seek abandonment of the present blanket rate for farm fire insurance require the companies to zone the farms with consequent reductions in rates for those farms near cities, on all-weather roads and with adequate water supplies.

Arkansas City Is Hard Hit; Four Agencies Burned Out

Arkansas City, Kan., suffered a loss of over \$200,000, with insurance of approximately \$125,000, when fire of unknown origin spread through three wood-joisted brick buildings, burning a theater, a number of stores, four in

surance agencies and numerous offices. The local fire department was help-less and departments from Winfield The local fire department was neighbors and departments from Winfield and Ponca City, Okla., were called but were handicapped by the fact that Arkansas City did not have standard hose threads. The Santa Fe railroad finally furnished suitable couplings. City officials had refused to standardize hose threads due to the cost but the Santa threads due to the cost, but the Santa Fe had taken advantage of the opportunity, the work being supervised by engineers of the Kansas Inspection Bu-reau without cost.

The insurance agencies wiped out were the Crane-Overholt Investment Co., Bunnell Investment Co., J. E. Heard and R. F. Fitzpatrick, the latter not being able to remove any of his files or equipment. Company records were saved in the other offices, although the Crane-Overholt office was com-pletely gutted. Ralph Oldroyd, local agent, was slightly injured when a fall-ing wall trapped him and two firemen in the theater.

the theater.

Local agents, chamber of commerce and city officials are starting at once to reorganize the fire department and inaugurate modern methods with standard equipment, following a visit of T. E. Hopkins, field representative of the N. F. P. A. since the fire.

Pass Kansas Bill

TOPEKA, KAN., March 4.-The first insurance bill is actually through the Kansas legislature. It only affects the mutual companies writing fire and tornado business by providing for the can-cellation of mutual policies by either the insured or the company. It prohibits the collection of assessments upon poli-cies for which the premium is paid in

Tornado Warning Given Mutuals

LINCOLN, NEB., March 4.—Addressing the annual convention of the Nebraska Association of Mutual Insurance Companies, Commissioner Kizer warned them not to enter the tornado field unless they do so with prayer and caution. He said that recent experiences in the state show that this form of coverage is dangerous for the countywide mutuals. The chance for loss is

IN THE MISSOURI VALLEY

Can Name Deputies for Departments Without Confirmation-Opens Way for Separate Insurance Bureau

Court Ruling Upholds Bryan

LINCOLN, NEB., March 4.-A de-LINCOLN, NEB., March 4.—A decision of the district court here gives Governor Bryan the right to appoint deputies to perform the work of those designated by law as secretaries of the various code departments, without confirmation by the senate. The attorney general had previously held that unless the governor did the work himself he would have to submit the nominations to the senate. The court says that to the senate. The court says that while one section of the law apparently so holds, another section says the governor may remove them or shift their duties around, and that the courts have no power to interfere with his discre-The decision clears the way for the

establishment of a separate insurance bureau, which the governor has favored, and also clears up the situation in the compensation department, where all awards have been held up for weeks because the companies were unwilling to run the risks of being compelled to pay twice when the right of the head of the bureau to act without confirmation was questioned. An appeal is unlikely.

Seek Better Rural Protection

Demand for Rate Reduction Expected in Kansas If New Legislation Is Enacted

TOPEKA, KAN., March 4.—Kansas rural communities are going to be demanding reductions in the fire insurance rates on farm properties shortly if the bill now before the legislature is enacted permitting rural sections to join with

which to car pany. And tion k TO Kansa a poli resent

March

Hooper lington Frank

urer. mous i

in ten

vention

KAN

A. And Americ

at 601

busine

ing to

seems

month

And

Hol

Unit

sent :

is no the se as the

dema

recei sent gotia loss, mal polic Cour

tentl The In scho ance pani pani mat

the buil sch wri arg

Hooper was reelected president; A. Millington of Omaha vice-president, and Frank Mills of Lincoln secretary-treasurer. Delegates were practically unanimous in reporting the heaviest fire loss in ten years for 1930. The 1932 convention will be held in Omaha.

"Motor Club" Head Held

KANSAS CITY, MO., March 4.-A. Anderson, purported manager of the American Insurance Agency, with office at 601 East Linwood boulevard, was arrested here for operating an insurance business without a state license.

Anderson's plan of operation, according to the Better Business Bureau here, seems to have been to sell a policy and deliver it. At about the end of three months, or just before the company in which the policy was written was ready to cancel, Anderson would pick it up and substitute another in another com-

Anderson is president of an organiza-tion known as the Kansas City Motor Club, offering service to motorists.

Still Political Football

TOPEKA, KAN., March 4.—The Kansas fire insurance rate case is still a political football. The house of representatives, after killing one investigations of the contractive of the contr ing resolution, has adopted another and sent it to the senate. The resolution is now in the insurance committee in the senate and is expected to stay there as there does not seem to be any real demand for action on the resolution ex-

cept by some who think there is a chance to make some political capital out of it. The original resolution carried an appropriation to pay expenses of the legislative investigating commit-tee, but the new one does not.

The distribution of the impounded premiums is about one-third completed at present and will be completed in the next few months according to Commissioner Hobbs. Thus far 441,464 checks totaling \$1,074,539 have been mailed out.

Iowa Anti-Rebate Bill

A bill, providing for a penalty of a \$500 fine and revocation of license for three years, has been introduced in the Iowa senate to prohibit rebating of insurance premiums and the offering of any other special advantage or inducement. The fines would be turned over for the benefit of the school fund, under

Iowa Blue Goose Luncheon

DES MOINES, March 4.—At the Blue Goose luncheon Monday Most Loyal Gander Brake urged members to make reservations for the annual dinner Fri-day night, at which nine goslings will initiated, in addition to the election of officers.

Several vocal numbers were given by Miss Jane Palmer, daughter of W. M. Palmer, state agent of the New York Underwriters. C. W. Borrett, secretary, announced

that the Iowa State Fire Prevention association will inspect Colfax March 17.

of Hartford and ten years with Beers, Kennison & Co. He is well known in Texas, having traveled for 14 years as special agent. He will handle all of north and west Texas, with headquarters at 908 First National Bank building, Fort Worth at 908 First Fort Worth.

Texas Losses Lower

AUSTIN, TEX., March 4.-Fire losses in 425 Texas towns and cities reported to the insurance department in January totaled \$1,033,353, a decrease of \$124,-870 as compared with January, 1930.

Twenty-seven incendiary fires were reported, with losses of \$31,789.

Dallas' Credit Reduced

DALLAS, March 4.—Fire records here in 1930 caused the Texas board of insurance commissioners to lop off 3 percent of the 6 percent credit awarded a year ago on fire rates. The action will increase premiums \$70,000 annually. If losses are not held within \$200,000 of the 1930 figures there will be another reduction on the good record credit next

The city of Sherman also lost 3 per-cent credit for its bad fire record in

Lamesa and Ranger, 3 percent; Taylor, 9 percent. McKinney was assessed a penalty of 12 percent because of bad fire loss records.

Aetna's Oklahoma Plan

In the redistricting of Oklahoma by the Aetna, the farm business of the company in that state will be written under the recording agents. The special agents of the Aetna in their respective districts will have full charge of farm and recording business in their jurisdiction with Fred C. Clarke as state agent, eliminating the office of farm superintendent.

Gets Iowa National

G. W. Baillio, who has been appointed resident vice-president and Texas manager of the Prudential Casualty & Surety with Dallas headquarters, will also have charge of the Texas activities of the Iowa National Fire with the title of resident vice-president.

Oklahoma Valued Policy Bills

Various valued policy bills have been introduced in the Oklahoma legislature. Towns which were given credits for good fire records include: Hamlin, 3;

House bill No. 110, By Wilson, seems to allow depreciation to be deducted. Sengor at bill No. 70 applies the valued policy

STATES OF THE SOUTHWEST

United States Supreme Court Affirms Decision Against Companies in Oklahoma Case

When a fire insurance company has received actual notice of a fire and has sent its agents to determine and negotiate concerning the amount of the loss, it is estopped from demanding formal written notice as provided in the policy, the United States Supreme Court declared in affirming the decision of the circuit court of appeals of the tenth circuit in the case of Concordia vs. School District No. 98, Oklahoma The court also ruled that interest on the amount of loss is recoverable dating 60 days from the time proof of loss should have been filed.

Immediately following a fire, the school authorities telegraphed the insurfire, the ance agent at once to notify the com-panies, which was done and the com-panies designated adjusters and estimators who came on the premises. The school district authorities declined the offer of the companies of \$3,400 for furniture and equipment and \$530,000 for buildings and the companies declined to replace the buildings. Then the school replace the buildings. Then the school district brought action on the policy for

The lower court held in favor of the school district, on the ground that all the purposes to be served by a notice in writing had been complied with. After arguments by the companies, the supreme court was satisfied that the decision of the lower court on the question of notices was correct, and limited the argument to the matter of interest.

preme court was satisfied that the decision of the lower court on the question of notices was correct, and limited the argument to the matter of interest.

A. F. Wilkie Reinstated

Photostatic copies of a letter from Commissioner Tarver of Texas to A. A. Wilkie of Austin, Tex., in which Mr. Wilkie is advised that his license to sell insurance had been cancelled, were put in circulation this week. "Please be advised," the letter read, "that all licenses in your favor have been cancelled as of this date and you are without authority to write insurance in Texas, pending a settlement of claim

Gets Philadelphia National

The General Agency Company of San Antonio, Tex., B. L. Vanston, manager, has been appointed state manager for the Philadelphia National Fire, which was formerly represented by R. D. Coughanour & Son of Dallas, The company also represents the American Constitution, Columbian National, Fire Underwriters, Western Fire and Western Casualty for the entire state.

Max Wymore has become special agent for the General Agency Company also represented by R. D. Coughanour & Son of Dallas, The company also represents the American Constitution, Columbian National Fire, which was formerly represented by R. D. Coughanour & Son of Dallas, The company also represents the American Constitution, Columbian National, Fire Underwriters, Western Fire and Western Casualty for the entire state.

Max Wymore has become special agent for the General Agency Company also represented by R. D. Coughanour & Son of Dallas, The company also represents the American Constitution, Columbian National, Fire Underwriters, Western Fire and Western Casualty for the entire state.

Max Wymore has become special agent for the General Agency Company. Also prepared to the American Coughanour & Son of Dallas, The company also represents the American Coughanour & Son of Dallas, The company also represents the American Coughanour & Son of Dallas, The company also represents the American Coughanour & Son of Dallas, The company also represents the Ame

Hold Formal Notice Waived of indebtedness of the Becker Lumber

Company, Austin, Tex."

The National Underwriter sought a statement from the Texas department, which declared that the agent has been which declared that the agent has been reinstated. The explanation was that the Commercial Standard owed the Becker Lumber Company for a small loss, which was paid through the agent, who held it up. The insurance departwho held it up. The insurance depart-ment suspended the agent until payment was made.

Self-Insurer Bill Up

bill has been introduced in the Oklahoma senate which will enable boards of education of the independent school districts and in cities of the first class to become self-insurers. A fund would be established by the levy of onetenth mill tax.

Goodwin to Visit San Antonio

Percy H. Goodwin, president of the National Association of Insurance Agents, has accepted an invitation to address the San Antonio insurance agents March 12.

Licensing Bill Advanced

The insurance committees of both houses of the Texas legislature have reported favorably the bill providing for licensing of agents and solicitors, which has the backing of the organized agents of the state. It is considered to have an excellent prospect of passage.

Gets Philadelphia National

Tested By the Fires of Two Centuries



THE

LONDON ASSURANCE CORPORATION

UNITED STATES BRANCH 150 William St., New York

EVERETT W. NOURSE, United States Manager

CHRIS D. SHEFFE, Assistant Manager

TWO HUNDRED AND ELEVEN YEARS OF HONORABLE DEALING WITH AGENT, POLICYHOLDER, AND COMPETITOR

TRADITION

CHARACTER

STRENGTH

AFFILIATED COMPANY

THE MANHATTAN FIRE AND MARINE Insurance Company

> EVERETT W. NOURSE, President 150 William St., New York

diversification ...



HE decrease in fire premiums sustained by many local agents in 1930 points out most emphatically the need of writing all lines. Diversification, where practiced by local agents, stabilized their total premium income and in some cases even increased it over their volume There is much side-line business to be written by for the preceding year. the agents who are willing to work in an intelligent and proficient manner. Lines which may here-to-fore have gone undeveloped in your own local agency can be profitably developed in 1931. The General Agent with his experience and effective aids stands ready and willing to help you build a better agency a diversified agency.

'The general agent is always close at hand"



Well informed underwriters--intensive field development--prompt agency service.

Copyright, 1931, by The Insurance Field Co.

March

T. E

EDV

TRE

STANDAR COBE

RI

OI

MILL

T.

COB

SNYDER

Index to American General Agency Service

ALABAMA

HURT & QUIN, INC.

A. H. TURNER Atlanta, Ga.

J. L. DAVIS, INC. Birmingham, Ala.

ARKANSAS

L. B. LEIGH & CO. Little Rock, Ark.

COATES & RAINES Little Rock, Ark.

TREZEVANT & COCHRAN Dallas, Tex.

T. E. BRANIFF COMPANY Oklahoma City, Okla.

CALIFORNIA

EDWARD BROWN & SONS San Francisco, California

COLORADO

STANDART, MAIN & BREWSTER, INC. Denver, Colo.

COBB, MILLER & STEBBINS

REYNOLDS BROTHERS Fremont, Neb.

FLORIDA

HURT & QUIN, INC. Atlanta, Ga.

A. H. TURNER Atlanta, Ga.

GEORGIA

HURT & QUIN, INC. Atlanta, Ga.

A. H. TURNER

IOWA

OLMSTED INC. AGENCY Des Moines, Iowa

KANSAS

KANSAS UNDERWRITERS Wichita, Kans

MILLER-STUDEBAKER AGENCY Topeka, Kans.

COBB, MILLER & STEBBINS Denver, Colo.

T. E. BRANIFF COMPANY Oklahoma City, Okla.

L. N. EWING, General Agent Tulsa, Okla.

KENTUCKY

SNYDER BROTHERS GENERAL AGCY. Louisville, Ky.

LOUISIANA

BLACK, ROGERS & CO., LTD. New Orleans, La.

TREZEVANT & COCHRAN Dallas, Tex.

> A. H. TURNER Atlanta, Ga.

STECKLER-WAGNER, INC. New Orleans, La.

MICHIGAN

THE JAMES A. JONES AGENCY, INC. Detroit, Mich.

MINNESOTA

E. M. ZUEL & CO. Mankato, Minn.

ENCK & LINNELL, INC. Minneapolis, Minn

> R. M. NEELY CO. St. Paul, Minn.

> > MISSISSIPPI

A. H. TURNER Atlanta, Ga.

STECKLER-WAGNER, INC. New Orleans, La.

> J. L. DAVIS, INC. Birmingham, Ala,

THE American Association of Insurance General Agents is unalterably opposed to any plan of operation tending to weaken the American Agency System. This campaign is designed to promote the interests of all insurance producers. Local agents can express their approval or appreciation of the ideals expressed in this advertising series by placing complimentary lines of business with the offices listed herewith who are contributors to the support of this publicity. Such local agency appreciation and endorsement will aid materially in assuring the continuance of this constructive enterprise.

MISSOURI

KANSAS UNDERWRITERS Wichita, Kans.

T. W. GARRETT, JR. Kansas City, Mo.

CHAS. F. WILLIAMS, GENERAL AGCY. Kansas City, Mo.

NEBRASKA

REYNOLDS BROTHERS Fremont, Neb.

NEW MEXICO

COBB, MILLER & STEBBINS Denver, Colo.

STANDART, MAIN & BREWSTER, INC. Denver, Colo.

TREZEVANT & COCHRAN Dallas, Tex.

NORTH CAROLINA

LOUIS E. ENGLISH, INC. Richmond, Va.

> A. H. TURNER Atlanta, Ga.

OKLAHOMA

WILL S. EBERLE Oklahoma City, Okla.

KANSAS UNDERWRITERS Wichita, Kans

TREZEVANT & COCHRAN Dallas, Tex.

L. N. EWING, General Agent Tulsa, Okla.

T. E. BRANIFF COMPANY Oklahoma City, Okla. **AMERICAN AGENCY COMPANY**

OREGON

PHIL GROSSMAYER COMPANY Portland, Ore.

SOUTH CAROLINA

HURT & QUIN, INC.

A. H. TURNER Atlanta, Ga.

SOUTH DAKOTA

JOHN M. COGLEY, INC.

Sioux Falls, S. D. HOLLISTER, DUX & HOLLISTER Sioux Falls, S. D.

TENNESSEE

SNYDER BROTHERS GENERAL AGCY. Louisville, Ky.

TEXAS

DEXTER BROTHERS & WHEELER

GEORGE M. EASLEY & CO.

FLOYD WEST & CO.

Dallas, Tex.
TREZEVANT & COCHRAN

T. E. BRANIFF COMPANY Oklahoma City, Okla.

UTAH

COBB, MILLER & STEBBINS Denver, Colo.

VIRGINIA

GORDON & BROWN

Richmond, Va. B. P. CARTER

Richmond, Va. LOUIS E. ENGLISH, INC.

A. H. TURNER Atlanta, Ga.

WEST VIRGINIA

GORDON & BROWN Richmond, Va.

WISCONSIN

C. P. HELLIWELL

WYOMING

COBB, MILLER & STEBBINS

Denver, Colo.
REYNOLDS BROTHERS

STANDART, MAIN & BREWSTER, INC.

Denver, Colo.

DISTRICT OF COLUMBIA

B. P. CARTER

All firms are members of American Association of Insurance General Agents

No delay-

In these days when business doesn't come but must be gotten, a loss on your client's property that isn't promptly settled is apt to prove most serious.

With a Lloyd-Thomas appraisal on property there is no delay because the detailed record giving actual proof of the loss enables adjusters to begin work immediately. It takes only a short time to arrive at a fair and equitable settlement.

Insist upon a Lloyd-Thomas appraisal.

The loyd-homas Co.

APPRAISAL ENGINEERS

4411 Ravenswood Ave., Chicago 120 Broadway, New York

NEW YORK UNDERWRITERS INSURANCE COMPANY

YOUR CONTROL OF THE PROPERTY O

CAPITAL \$2,000,000

A. & J. H. STODDART, General Agents

100 William Street

New York City

FIRE - AUTOMOBILE - WINDSTORM **BUSINESS INTERRUPTION INDEMNITY** principle to lightning and tornado as well as fire and allows attorney fees against the insurance company in case of suit. Senate bill No. 134 would extend the valued policy principle to partial losses, the face amount of the policy being prorated in proportion to the loss and the actual value.

Ogletree with Western National

Hill Ogletree, formerly with the Texas insurance department, has been appointed special agent of the Western National Fire for southwest Texas.

Plan Joint Meeting

The South Texas Blue Goose and the San Antonio Insurance Exchange have planned a joint barbecue and golf tournament to be held at the Alamo Country Club March 21.

A. S. Bullock has opened a general insurance agency in the Cohn building, Fort Smith, Ark. He is a former cashier of the First National Bank, Fort Smith.

Southern States Local News

Report Made on Covington

National Board Engineers Tell About the Fire Protection Facilities of the City

The National Board engineers in reporting on Covington, Ky., show the fire loss for the last five years \$403,467, the average loss per fire being \$220 and the average loss per capita \$1.28. The engineers say that the water supply works are mainly adequate but somewhat unreliable. The quantities available are insufficient owing to the weakness of the distribution system, fire department is undermanned seriously deficient in pumping and ladder service but it has good outside aid. The fire alarm system is fairly adequate but has some unreliable features. In the principal mercantile district weak the principal mercantile district weak construction lacking in fire resistive features makes serious individual and group fires probable. The water supply is somewhat unreliable and inadequate but the fire department, though lacking in men and equipment, with the substantial outside aid available, should be able to confirm from the contract of the confine a fire to group or block of origin. In the minor mercantile manufacturing and warehouse districts, the hazard is local.

Albany, Ga., Maintained Its Very Low Loss Record

Albany, located in the southern part of Georgia and known throughout the country for its unusual fire prevention record, had a new low record in the number of fires in buildings in 1930, ac-Chief Brosnan. Only 86 fires with a property loss of \$10,338 were recorded for the year. This is a per capita loss of 57 cents, while the property loss is given as only seven-tenths of 1 percent of the value of the property involved in the fires. The insured loss paid was only \$9,673.

Brings \$50,000 Libel Suit

RICHMOND, VA., March 4.—J. W. Sharp, Jr., has brought suit against Arthur Koppelman and the American Employers for \$50,000. Mr. Koppelman is head of Lawford & McKim, Baltimore general agents of the Employers Mr. Koppelman recently asked the Virginia state corporation commission to revoke Mr. Sharp's license as an agent at Richmond, alleging he had misappropriated certain funds of the American

Tennessee President Will Represent State



JOHN M. DEAN, Memphis

John M. Dean of the Association of Insurance President Tennessee Association of Insurance Agents will be the state host at the mid-year meeting of the National Association of Insurance Agents to be held at Nashville, starting March 17. Mr. Dean is serving his second year as president of the Tennessee organization.

Employers while secretary-treasurer and Employers while secretary-treasurer and general manager of the Collier & Hardwicke agency in Richmond. The case against Mr. Sharp was dismissed by the commission and the decision was later upheld by the court of appeals. Mr. Sharp contends that his reputation was injured to the extent of \$50,000.

See Bonus as Aid to Business

BIRMINGAM, ALA., March 4.— Fire and casualty agents in the south who have found collecting a tough business for several months will find conditions considerably improved with the increased loans to veterans. This is the opinion of Rufus H. Bethea of Birmingham, state commander of the American Legion and also in the fire insurance

Study New Mortgage Clause

NEW ORLEANS, March 4.-A committee has been appointed by the New Orleans Insurance Exchange to study the recently adopted Louisiana standard mortgage clause, with the view of reaching an understanding with those interests that have raised questions concerning the new clause. The committee is headed by Bryan Bell, a past president of the exchange. Associated with him are J. H. Bodenheimer and Leon Irwin,

Amalgamation at Bristol

The Bristol Insurance Agency of Bristol, Va.-Tenn., has consolidated with the James B. Lyon agency. New and enlarged offices will be located at 8 Sixth street under the name of the Bristol Insurance Agency. Associated in the agency are James B. Lyon, an insurance figure in Bristol for nearly 40 years; E. W. Kelly, for 12 years owner and manager of the Bristol Insurance Agency, and J. W. Wilson.

venti elect retar

case

trus alth mer purc

ing Clu buil poli the In

and

and

the companies now represented in the derson, Ky., has been purchased by Utley & Goehring. agency.

West Kentucky Men Elect

Following a meeting of the fire preventionists at Mayfield, Ky., the Western Kentucky Underwriters Association elected L. S. Shaw of Mayfield chairman, and Dwight Peel of Benton secretary-treasurer.

Kentucky Notes

The G. L. Dickinson & Co. agency, Barbourville, Ky., has incorporated.

The Thorp Agency, Lexington, Ky., has filed amended articles changing its name to the Ingels' Agency.

The Cooper Insurance Agency, Hen-

The non-board agency of Semonin & Goodman and I. Sidney Jenkins & Co., Louisville, have merged as Goodman, Hambleton & Jenkins.

Hal M. Ricketts, well known local agent at Covington, Ky., who is postmaster there, has been to Washington, D. C., conferring with the authorities on a number of improvements in the postoffice.

T. B. Thornbury, operating a new agency in the Inter-Southern building, has applied for membership in the Louisville Board, qualifying with agency representation of the Mercury.

C. A. Taylor, formerly head of the Taylor & Fowler agency, Louisville, has gone with the Edward J. Miller & Co. agency as a solicitor, taking his business with him, and is arranging to liquidate his former agency.

PACIFIC COAST AND MOUNTAIN

Trustee Assignment to a

Colorado Supreme Court Hands Down Decision in Case Where Issue Was Raised

The Colorado supreme court in Western Assurance vs. Lark et al. decides a case where a policy was assigned to a trustee. The lumber company was made a defendant because it had an interest in the proceeds and W. E. McClung was made a defendant because, it is alleged, although named in the policies as the although named in the policies as the insured, he was entitled to the proceeds merely as trustee for the plaintiffs and the lumber company. The court ren-dered judgment against the Western in favor of McClung as trustee. The plain-tiffs erected a building on leased land, purchasing the lumber from the lumber company.

Lumber Company Desired Security

There was a balance due on the lumber bill, and the lumber company desirber bill, and the immer company desir-ing security, there was an arrangement made whereby the plaintiffs gave to Mc-Clung a bill of sale of the building. McClung agreeing to retransfer the building to them on payment of the bal-ance due the lumber company. The policies issued to the plaintiffs were to be assigned to McClung, who was to act as trustee for the use and benefit of the plaintiffs and the lumber company. In case of loss, McClung was to pay to the lumber company the balance due it on the lumber bill and pay the rest to the plaintiffs.

Arrangement Explained to Agent

The arrangement, it is claimed, was explained to the agent and he assented to it. After the fire the loss was adjusted and McClung was paid the amount found by the Western to be due from the plaintiffs to the lumber company, which, of course, included the amounts charged to the plaintiffs for the premiums paid by the lumber company pursuant to the arrangement previously made with the Western. It was held by the court that as McClung had no personal interest in the property or the insurance money and the Western knew that he had no and the Western knew that he had no such interest, the payment must have been made to him only as trustee and in pursuance to the trust agreement. The Western knew of and assented to the trust agreement. Having known it, the Western did not discharge its full obligations by paying to McClung the amount claimed to be due to the lumber company, for McClung was trustee, not only for that company but also for the plaintiffs. The judgment therefore is

Larke Opens Own Agency

SAN FRANCISCO, March 4.—Fol-wing the announcement that Rule &

past, announced the opening of his own firm for the purpose of conducting a general insurance agency. Mr. Larke, prior to entering the brokerage field, was with the old Fire Prevention Bureau of the Pacific, serving under Jay W. Stevens He has continued his interest in fire prevention and last year . Stevens terest in fire prevention and last year was chairman of the very successful fire prevention committee of the San Francisco Junior Chamber of merce.

Claims Satisfactory—Cobb

DENVER, March 4.—Clarence Cobb of Cobb, Miller & Stebbins, general agents, denies that claim conditions in the Mountain territory are unsatisfactory. Recent charges that there are increasing numbers of unbusinesslike adjustments and that insurance companies justments, and that insurance companies are suffering unjust claims in order that agents might secure the friendship and goodwill of the assured, he declared are untrue. The manner of settling claims is highly satisfactory throughout the Mountain territory, according to Mr.

Get New Mexico

DENVER, March 4.—Supervision of the business of the Newark Fire by Cobb, Miller & Stebbins, general agents, has been extended to include New Mexico. The Newark has been represented by them in Colorado and Wyoming for years. The New Mexico territory for-merly was handled by the Pacific Coast department of the Newark.

C. H. Ritter Promoted

DENVER, March 4.-C. H. Ritter has been promoted to superintendent of agencies by Cobb, Miller & Stebbins, general agents. He has been prominently identified with the insurance business in Denver for a number of years.

Hold Mid-Winter Splash

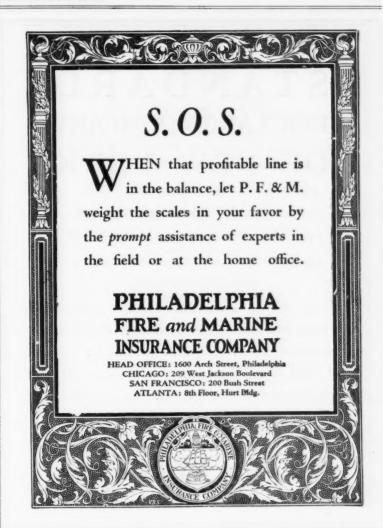
The Colorado Blue Goose held its annual mid-winter splash in Denver last week. The splash opened with a dinner, followed by a musical and vaudeville program. A bridge party conducted by Mrs. A. J. Lehwaldt, wife of the most loyal gander, and dancing completed the evening's entertainment.

Many at Blue Goose Dinner

SAN FRANCISCO, March 4.record attendance featured the annual dinner of the San Francisco Blue Goose here Monday night. F. L. Belgrano, Jr., president Pacific National Fire, served as toastmaster.

Slayter General Agent

SAN FRANCISCO, March 4 .-Francis E. Slayter of this city is named general agent for the following companies licensed March 3 to operate in California: American Mutual, Enterprise, Mutual, Manufacturers Mutual, Sons of Los Angeles had sold the business in its Oakland and San Francisco offices to Cosgrove & Co. of San Francisco, T. H. Larke, Jr., manager of the San Francisco office for many years of Rhode Island Mutual, Mechanics Mutual



Established 1923

LINCOLN

FIRE INSURANCE COMPANY

OF NEW YORK

A strong and seasoned institution with a rugged honesty in conduct and service to its policy-holders and agents.

MANAGERS

GEO. W. BLOSSOM

WM. A. BLODGETT

O. P. WALLIN

HEAD OFFICE 149 William St. New York

PACIFIC COAST DEPT. 108-110 Sansome St. San Francisco

WESTERN DEPARTMENT, 175 W. Jackson Blvd., CHICAGO Harry G. Casper Associate Manager Lawrence C. Larson
Superintendent of Agents

STANDARD **INSURANCE COMPANY** NEW YORK

Head Office: 80 John Street, New York

J. A. KELSEY, President

G. Z. DAY, Vice-President

Statement December 31, 1930

CAPITAL	1,000,000.00
PREMIUM RESERVE	1,276,758.29
OTHER LIABILITIES	235,530.00
NET SURPLUS	2,172,133.30
TOTAL ASSETS	4,684,421.59

Chicago Branch: 175 West Jackson Blvd.

Alfred J. Couch Manager Brokerage and Cook County Depts.



Automobile (All Covers) Fire and Tornado
Public Liability Plate Glass strong, progressive stock company, organized in 1849 and doing business in Indiana, Illinois, Oklahoma, Missouri and Texas.

Wide-awake agents, seeking a good connection are invited to address the executive office at Indianapolis.

UNION INSURANCE COMPANY of INDIANA Executive Office—Indianapolis, Ind.

tual, State Mutual, writing fire, sprinkler and miscellaneous lines.

May Carry Own Insurance

SANTA FE, March 4.—A senate resolution in the New Mexico legislature has authorized an investigation into the possibilities of the state carrying its own insurance.

Mountain Notes

H. F. Gardner of Brandt & Co., San Francisco, representing the all-risks de-partment of the Commercial Union group, was in Denver last week, confer-ring with Standart, Main, Brewster, gen-eral agents.

eral agents.

N. W. Brayley of the marine department of the North America, Chicago, was in Denver last week.

Denver men attending the meeting of the Fire Underwriters Association of the Pacific in San Francisco include C. V. Rutledge, state agent North British; Charles Cummings, Mountain States Inspection Bureau, and Nicholas Gardner, state agent London & Lancashire.

Eastern States Activities

New England Advisory Board

New England Advisory Board Begins Preparations for Summer Meeting at Poland Springs, Me.

BOSTON, March 4.—At a meeting of the New England Advisory Board in Boston committees were appointed to have charge of the annual summer convention of the New England State Associations of Insurance Agents at Poland Spring, Me., July 20-22.

The following chairmen were named:

The following chairmen were named: Speakers, program and entertainment— F. R. Smith, Haverhill, Mass.; hotel and registrations, T. C. White, Lewiston, Me.; printing and publicity, E. J. Cole, Fall River, Mass.; invitations, W. S. Shaw, Brockton, Mass.; badges, P. A. Colwell, Providence, R. I.; sports, prizes and gifts, A. C. Sanderson, Providence, R. I.; and budget, C. W. Varney, Rochester, N. H.

New Jersey Losses Drop

NEWARK, March 4.-Fire losses in New Jersey for February took a decided drop from the same month of 1930, being estimated at \$446,000 as against \$1,500,000 in February, 1930.

Find Many Suspicious Losses

BALTIMORE, March 4.-Fires of suspicious nature have increased in Mary-land, with the result that more than 400 special investigations have been made by salvage corps and insurance officials.

Blazes of such circumstances caused the arrest of 11 persons on arson charges last year, Chief Edward Warr of the salvage corps said. Nine were convicted and sentenced to the peniten-

New President of Fire Underwriters of Pacific



H. B. SPEER

H. B. Speer, Seattle, Wash., special agent of the Atlas Assurance, who becomes president of the Fire Underwriters Association of the Pacific, is a native of Davenport, Ia., being born there in 1893. He went to the Pacific Coast with his family in 1909 and located at Albany, Ore. He spent three years in the purchasing department of the Southern Pacific railroad. He then entered the University of Washington but his course there was interrupted by war service. He spent 13 months overseas. He returned to the University of Washington, graduating in 1921. He then spent two years as assistant to the receiver of a group of ship yards which had been taken over by the government during the war. When this work was completed he entered the insurance business at Seattle. He later work was completed he entered the insurance business at Seattle. He later was connected with a local agency in Spokane and Wenatchee, Wash. He went with the Atlas as special agent in 1925 covering eastern Washington and Montana. For the last five years he has had charge of western Washington with headquarters at Seattle.

tiary and two were dismissed. The losses paid out on fires under suspicion but in which no positive proof could be got that they were "touched off" totaled about \$300,000 or more last year, he pointed out.

Pittsburgh Club's Course

The Pittsburgh Insurance Club has completed plans for its educational course on inland marine, starting March 15. It will be in charge of F. W. Sip-



An form gene

Haas

Mare

Natio

Ge of th appo

T(able ance are o A la desti The heav have repo year port Quel Van Onta these syste the heat golf eithe

He

ance ing year The

the

pell and E. E. Cole, Jr., vice-president National Union Fire.

Geraghty in New Firm

Announcement has been made of the Announcement has been made of the formation of Boardman, Haas & Geraghty at Philadelphia to carry on a general insurance business. The firm includes J. G. Boardman, George A. Haas and T. L. Geraghty. Mr. Geraghty is a past most loyal grand gander of the Blue Goose.

Krank Appoints Deputies

George F. Krank, most loyal gander of the Empire State Blue Goose, has appointed these district deputies: W. C. Truncer, Buffalo; Harold W. Smith,

Rochester; F. M. Kelly, Syracuse; Fred J. Potter, southern tier

Turner to Speak

ROCHESTER, N. Y., March 4.—G. E. Turner, president First Reinsurance, will speak at the dinner meeting of the Underwriters Board of Rochester tomorrow night.

Eastern Notes

Roger Young of O'Gorman & Young, Newark, who has been on a two weeks' cruise in the Gulf of Mexico, has re-turned.

Agents and attorneys of reciprocal ex-changes and inter-insurers would be made to pay a license fee, according to a bill now pending in the Maryland leg-

IN THE CANADIAN FIELD

Offenders-Miniature Golf Courses Prove Hazardous

TORONTO, March 4.—Two debatable risks occupying the minds of insurance companies in Canada these days are churches and miniature golf courses. A large number of churches have been destroyed by fire recently in Canada. The province of Quebec has had very heavy losses, while those in Ontario heavy losses, while those in Ontario have been large. Fires also have been reported on this class of risk from coast to coast. Since the beginning of the year well over \$1,000,000 losses are reported alone in this class of risk for Quebec, with another \$100,000 loss at Vancouver, and over that amount in Ontario. One of the main causes for these losses appear to be the defective systems of heating apparatus, many of the churches having a poor type of heating appliances. Indoor miniature golf courses are not very well liked either, on account of their inflammable construction, artificial grass being used, construction, artificial grass being used, and often careless cigarette smoking adds to the risk, apart from the fact that many of them are losing propositions these days.

Heavy Alberta Hail Losses

Last Year's \$1,768,955 Damage Worst Record in 17 Years-Acreage Increased

The annual report of the hail insurance board of Alberta for the year ending Jan. 31, 1931 is the worst in its 17 year history, the losses being \$1,768,955. The acreage insured in the spring of 1930 showed an increase of 40 percent. Hail insurance was written in 143 districts and hail fell in 115. There was

Canadian Church Loss High
Provinces of Quebec and Ontario Worst

hail on 47 days of the 84, which are supposed to cover the possible hail season. Some districts were visited by hail no less than eight different times in hail no less than eight different times in the season. In one district 152 men were insured and 151 claims for hail damage were received. The losses amounted to 16 percent of the \$11,000,-000 in risks carried. The average loss for Alberta for the last 12 years has been 8 percent on the risk covered but for the last four years, it has averaged 13 percent. Saskatchewan reports the second highest loss in its history, but second highest loss in its history, but the loss was only 6 percent compared to Alberta's 16 percent.

Blackett Edmonton Chairman

At the annual meeting of the Edmonton Insurance Agents Association W. E. Blackett was elected chairman and G. W. Tweed vice-chairman.

Daniels Moose Jaw President

At the annual meeting of the Moose Jaw Fire Insurance Agents Association President, C. B. Daniels; vice-president, H. Johnson, and executive committeemen, A. W. Mayberry, D. A. McCurdy and M. M. Anderson.

Canadian Notes

The annual examination of all branches of the Insurance Institute of Toronto will be held April 7-11.

Smith & Walsh of Toronto have been appointed provincial agents for Ontario of the Fulton Fire.

F. J. Laverty addressed the members of the Montreal Insurance Institute on automobile policy conditions.

utomobile policy conditions.
The Pacific American Fire has been liensed in Canada with B. G. D. Phillips f Vancouver as Canadian chief agent.
F. A. Gates, well known Hamilton aduster, has joined Morden & Helwig of familton as manager of the fire insurance adjustment branch.

Anderson & Mason, Regina, have been appointed general agents for Saskatchewan by the China Fire, which is now transacting business in the western field.

MOTOR INSURANCE NEWS

New Manual Expected Soon | The proposal to bring out a compre-

Distribution in Most States Is Promised by National Automobile Underwriters Association by March 23

NEW YORK, March 4.—Copies of the new manual of the National Automobile Underwriters Association are promised agents in most of the states by March 23. The rates, save in states requiring official sanction, become effective immediately. They will apply to fire and theft, collision and property damage coverages. damage coverages.

The compilers of the manual have

worked steadily toward simplification of data contained in the manual. There will be no change in the association policy forms, at least for the time being.

hensive contract again has been referred to the advisory committee for further Little progress apparently has study. been made in the various proposed changes in the method of handling finance business. The program outlined by the staff committee some weeks ago has been turned over to a sub-committee of the finance committee for review.

Survey Shows Big Field for Cover in Milwaukee

Milwaukee automobile owners should comprise a fertile market for fire, liability and theft insurance during 1931, ac-cording to facts obtained from the "Con-sumer Analysis of the Greater Milwau-



Germanic Fire Insurance Company of New York

122 E. 42nd Street

New York City

NORMAN T. ROBERTSON, President

Capital.....\$1,000,000

KNOWLEDGE

of what is insurable; how it should be insured to produce an underwriting profit; and a willingness to share that profit with its agents

MAKES

Germanic Representation an Agency Asset



Announces

Removal of Its Home Office A-1159 Insurance Exchange

> 175 W. Jackson Blvd. Harrison 3385 Chicago

kee Market," recently issued by the Mil-

waukee "Journal."

The analysis shows that, while there The analysis shows that, while there are now more passenger automobiles in Milwaukee than at an previous time, fire, liability and theft insurance have dropped off considerably. Only 61 percent of all passenger automobiles, or 58,180, are covered by liability insurance, a decided decrease from the 76 terreture of 60.190 covered by 15. percent, or 69,180 cars covered Jan. 15,

Fire and theft coverage has also been on the decline during the past year, the survey reporting of 53 percent of all cars covered on Jan. 15, 1931, compared to 62.9 percent Jan. 15, 1930.

Collision insurance, contrary to the trend in other forms of insurance coverned as warded in parked in presence 23 percent Jan. 15, 1930.

age, showed a marked increase, 27 per-cent of all passenger cars being covered by this policy in comparison to 22 per-cent the previous year.

Old Trails Elects

MEMPHIS, March 4.-The Old MEMPHIS, March 4.—The Old Trails, formerly of Indianapolis, which recently moved to Memphis, held its annual meeting and election of officers here. T. E. Meyers of Indianapolis continues as president. R. F. Carr of Memphis is chairman of the board. Other officers elected include: A. J. Pfeiffer, Indianapolis, vice-president; J. T. Russell, Memphis, treasurer; B. W. Balay, Indianapolis, secretary and general manager; F. M. Barton, Memphis, assistant manager: Fred Callahan, genassistant manager; Fred Callahan, general counsel.

Iowa Mutual Changes Title

The Farmers Mutual Automobile of Des Moines has changed its title to the Farmers Union Mutual Automobile. At the same time it changed from a state mutual association to a mutual company. The company was licensed in 1928 to write automobile.

Warning on Cut Rate Offer

LANSING, MICH., March 4.—Michigan florists are being warned by the Michigan department against placing automobile business through Clark & Guinotte, Kansas City, Mo., brokers, who have been circularizing members of a national florists' organization. The mail circulars base their appeal on a promised 25 per cent reduction in rates from "published rates for your community." Identity of the companies is not stated but it is promised that if the companies are not permitted to file the cut rates the business will be placed with London Lloyds. Department officials point out that the contracts have no standing in Michigan courts. LANSING, MICH., March 4.-Mich-

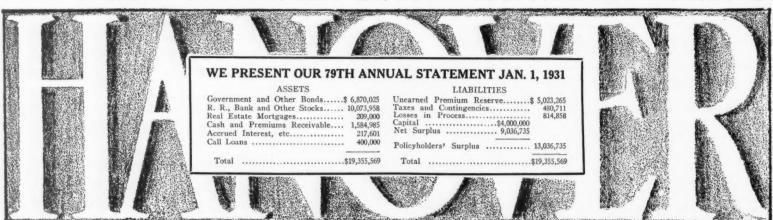
The Cincinnati Board will hold its next meeting, Feb. 3. The principal speaker will be City Manager C. A. Dykstra. President W. A. Earls announces that a special program is being prepared.

Nation Wide Experience by Lines

		_	_
(00	NT	INUED F	R
Granite State		1	
Prems		Losses	
Fire\$ 1,216,166	\$	706,802 19,230	F
Motor 37,863		19,230	0
Windstorm 33,490		8.539 1	ME
Sprinkler 950 Riot and Explo 1,434		317 123	I
			WH
Total \$ 1,289,909	\$	754,415	S
Indemnity Mut. Mari Ocean Marine\$ 321,557	ine 3	228,034	E
Motor 164,288		86,839	A
Motor		86,839 112,523	
Total \$ 723,479	\$	427,397	
Lincoln Assurance,			F
Fire \$ 12,273	\$	9,052	M
Total 12,273	\$	9,052	I
British & Foreign Ma			
Ocean Marine\$ 603,431	\$	286,657	FS
Motor		16,488 6,008	F
The state of the s	-	309,153	A
Total \$ 707,871 British American	0	509,103	
Fire \$ 1195 670	8	773,718	
	4	60,893	ŀ
Earthquake 16,330		104	2
Inland Marine 7,086		17 044	3
Willustoilli 12,000		17,641 574	I
Hail		952	Y
Riot and Explo. 9.650		2,990	8
Aircraft 212			1
		66	Î
	-	050.000	1
Total \$ 1,420,983	\$	856,938	(
Fire \$ 1,716,999	2	1 090 634	
		1,090,634 136,604	
		110,098	1
garinguake 21,338		110,098 104 35,712 22,562	1 3
Inland Marine 107,700 Windstorm 100,329		35,712 $22,562$	1
Hail 2.576		861	1
Hail 2,576 Sprinkler 7,763		875	18
Riot, and Explo 9,843		612	ĵ
Aircraft 24		174	
Parcel Post 442 Transit 205		174	
Total \$ 2,299,876	8	1,398,236	1
Yorkshire	9	1,000,200	1
Fire\$ 1,620,392	8	899.276	1
Motor	4	460,281	1
Motor 629,173 Earthquake 4,102 Inland 30,519			
Inland Marine 30,519 Windstorm 81,845		9,694	
Windstorm 81,845 Hail 2,367		15,623	1.
Hail		633	1
relot, and Explo 0,000		832	1 2
Aircraft 247	-	*****	1
Total\$ 2,377,719	\$	1,386,339	1
State Assessment			1
Fire \$ 822,049	8	519,804	
Motor	ф	1,022	1
Earthquake 3,600		11 001	1
Windstorm 36,018 Hail 694		11,961	1
Sprinkler 2,055		2,399	1
Riot, and Explo 2,724		183	1
Aircraft 11		*****	1
Total \$ 867,151	\$	535,446	1
Equity Fire, Mo.		000,110	
Fire \$ 96.402	8	67,910	13
Windstorm 11,990		695	1
	-		1

1	American Mer	chant Ma	rin	ie
		Prems.		Losses
2	Fire	522,986 31,117 639	φ	145,069 84,279 224
	Ocean Marine Motor	639		224
	Earthquake	6,561		
3	Inland Marine	115,804 17,982		84,548
: 1	Windstorm	17,982		607
5	Hall	3,584		
- 1	Riot and Evnlo	1.231		69
	Aircraft	45,011		625
)	Motor Earthquake Inland Marine Windstorm Hail Sprinkler Riot, and Explo Aircraft Reg. Mail	1,227		37
3	Total\$		2	146,900
7	6			
1	Fire\$	678,400	8	255,598
1	Motor	293,308		40,929
	Earthquake	1,882		
1	Inland Marine	13		10 145
	windstorm	699		10,145
8	Sprinkler	3.437		497
3	Riot, and Explo	1,167		737
-	Fire \$\text{OSM0}{\text{Fire}}\$ Motor \$\text{Earthquake}\$ Inland Marine \$\text{Windstorm}\$ Hail \$\text{Sprinkler}\$ Riot, and \$\text{Explo}\$ Air	49		
3	Total\$	1,046,736	\$	308,031
3	Common			
3	731	1 050 000	\$	1,034,594
1	Ocean Marine Motor Earthquake Inland Marine Windstorm Sprinkler	$\substack{1,850,890\\37,712\\341,042}$		27,078
	Motor	341,042		216,355
	Inland Marine	995		49.879
2	Windstorm	170.340		$\frac{42,872}{28,306}$
)	Sprinkler	20,903		10,447
. !				10,447 5,391
6	Air	9,434		
	Rain	5,959		3,684
8	Rain	1,977 40		700 439
	Total\$		2	1,359,866
4	**			2,000,000
8	Fire \$	-4 351	8	138,919
4	Motor	280,618	*	124,124
4 2	Earthquake	2,103		
2	Inland Marine	37,566		22,291
1 5	Windstorm	-4,602		1,237
2	Riot and Explo.	-16		6
	Fire \$ Motor Earthquake	231 770	9	
4	***		ф	286,588
-	T21	EC 075	8	55,161
6	Ocean Marine	207,873		
	Motor	22,423		525
6	Ocean Marine Motor Inland Marine Windstorm	106,953		525 37,285 2,215
	Willustorill	4,204		
4	Total\$ Franklin	389,970		132,020
3	Franklin e	679 202	9	244,091
3	Fire\$ Ocean Marine	8 663	9	4.776
2	Motor	174 417		244,091 4,770 58,514
*	Fire\$ Ocean Marine Motor Earthquake	385 6,111		
9				2,975 22,375
.7	windstorm	$114,114 \\ 502$		22,37
	Hail Sprinkler	199		28
	Riot, and Explo	638		
4 2	Air	565	-	243
	Total\$		\$	
1 7		dson		
9	Fire\$		\$	1,124,09 3,79 74,93
3	Ocean Marine		-	3,79
	Motor	102,759		74,93
-	Earthquake	12 024		2,94
6	Inland Marine Windstorm	146 748		65,00
	Hail	101.182		44,74
0	Sprinkler	102,759 3,171 12,034 146,748 101,182 2,735 2,123		2,12
5	Riot, and Explo	2,123	_	1,143
		2,105,627	-	1,318,77

Merca	ntile		
*****	Prems.	I	sosses
Fire \$ Ocean Marine	1,813,501 37,712	9 1	,062,725 27,073
Motor			210,934
Earthquake Inland Marine	66.127		23 939
Windstorm	146,391		23,939 61,399
Windstorm Sprinkler Riot, and Explo	15,782		10,986 4,453
Zill Clittle	2,917 66,127 146,391 15,782 15,692		
Rain	4,573 6,872		1,634 3,128
Contingent Com	220		149
Total\$	2,535,382	\$ 1	,406,589
Safeg	uard		
Fire\$ Motor Earthquake Inland Marine	388,856 41,848	\$	181,445 12,274
Earthquake	1,102		14,412
Inland Marine Windstorm	143 3,277 67		15,912
Hall	67		
Sprinkler Riot, and Explo	419 14		19 4,352
Total\$	435,697	3	214,002
Seaboard			
Fire		\$	163,753
Ocean Marine	147,959		35,634 42,333
Ocean Marine Motor Earthquake	147,959 77,093 2,157		72,000
Inland Marine Windstorm	74,518 46,428		17,774 3,924
mall	2.354		
Sprinkler Riot, and Explo	3,192		93 324
Other Lines	3,013 237		* * * * * *
Total\$		\$	263,835
Mechanics			011 055
Fire\$	740,296 18,770		611,955
Ocean Marine Motor	350,494		130,089
Earthquake Inland Marine	12,419		6,942
Inland Marine Windstorm	18,770 350,494 2,115 12,419 149,922 —1,267 249		20,000
Hail	249		-382
Riot, and Explo	3,043 1,309		122 805
Total\$	1,277,350	\$	809,703
Indian	n Ins.		
Fire\$	44,708	\$	28,310
Motor Windstorm	485,328 12,962 9,725		283,910 2,922
Other Lines	9,725		5,438
Total\$	552,723	\$	222,581
Preferr	ed Risk		
Fire\$	466,900	\$	301,047 14,536
Earthquake	31,514 784		
Fire \$ Motor Earthquake Windstorm Hail	48,197 3,223		15,500 1,634
Hail Sprinkler Riot and Explo	1,774		597
Other Lines	48,197 3,223 1,774 2,419 328		370
Total		3	333,686
	city F.		
Fire\$	50,743	\$	6,946
Total\$	50,743	\$	6,946
Fire\$	104,903	\$	19,414
Windstorm	1,750	*	142
Sprinkler Riot and Explo	46 172		18
Aircraft	96,248	_	109,625
Total\$	203,119	\$	129,200
Fire	Und. 622.284	3	184 445
Motor	622,284 24,344 32,597	4	184,445 2,371
Sprinkler	403		1,452
Riot and Explo	74	_	
Total\$	679,768	\$	152,268



\$13,036,735 POLICYHOLDERS' SURPLUS

Total\$

\$19,355,569 ASSETS

LOSSES PAID SINCE ORGANIZATION \$73,088,808

The HANOVER FIRE INSURANCE COMPANY of New York Charles W. Higley, Pres.

Fire Motor Eartho Winds Hail . Hail . Sprink Riot a Other Tota

March

Fire . Motor Earthd Inland Winds Hail . Sprink Riot a Other Motor Tota

Fire Motor Theft Collis

Fire Motor Earth Wind Sprin Riot Other Tot To To

Fire

Fire Ocea Mote Earl Inla Win Hail Spri Riot Othe

Fire Fire Oce Mot Ear Inla Win Hai Spr Rio Oth

	Pire, Cal.		
	Prems.	L	osses
Fire\$	163,095	\$	65 515
Motor Earthquake	16,067 4,876		7,346
Windstorm	4,876 343		115
Hail	13 159		23
Sprinkler Riot and Explo	440		40
Other Lines	350		81
Total\$	185,343	\$	73,134
Law, Unio			
Fire\$	812,263	8	$\frac{416,031}{32,814}$
Motor Earthquake	75,097 1,343		
Inland Marine	20		
Windstorm	65,439		17,368
Hail Sprinkler	2,072		1,671
Riot and Explo	995		574
Other Lines	64		
Total\$	957,435	\$	468,459
Preferred	Auto., Mic	h.	
Motor\$	471,282	\$	222,479
Total\$	471,282	8	222,479
Pilot	Reins.		
Fire\$	1,266,358	\$	751,343
Earthquake	6,917		15 179
Windstorm Sprinkler	89,089 546		15,179 2,289
Riot and Explo	4,545		2,289 550
Total	1,367,455	8	769,363
	enn. Fire	*	. 00,000
Fire\$	5,800		
Motor	4.114	\$	670
Theft	4,932 7,099		1,968
_		-	
Total\$	21,946	\$	2,668
	riotie		217 900
Fire\$ Motor	559,511 89,714	\$	317,383 $40,765$
Earthquake			113
Windstorm Sprinkler	26,423 688		4,409
Riot and Explo	695		231
Other Lines	32		
Total\$	678,548	\$	362,904
Homeseek	ers, W. V	n.	
Fire\$		\$	1,796
Motor	1 4		****
Windstorm		_	*****
Total	10,208	\$	1,796
Fire Natl. I	8,951	8	2,729
Motor	29,901 1,891	4	11,188
Windstorm	1,891		1:
Total	40,743	\$	13,93
Majes			
Fire	67,142	\$	22,89
_	-	8	22,869
Total	67,142 ie, Eng.	0	22,30
Ocean Marine \$	759 579	3	289,583
Motor Vehicle	205,695	4	90,831 335,316
Inland Marine	1,480,333		335,316 8,15
-	25,229	-	
Total		\$	
National A			
Fire	199,759	\$	2
Motor	$^{67,866}_{7,956}$		56,72
Earthquake Windstorm	7,956 $56,877$		16,05
-		-	
Total		8	164,65
Neth	erlands		100 10
	408,870 393,049	- 8	199,13 211,32
Fire			
Motor			
Windstorm	34,224		7,33
Windstorm Riot and Explo	34,224 62	-	7,33
Windstorm Riot and Explo	34,224 62 836,438	\$	7,33
Windstorm Riot and Explo	34,224 62 836,438		7,33
Windstorm Riot and Explo	34,224 62 836,438		7,33
Windstorm Riot and Explo	34,224 62 836,438		7,33
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Liland Marine	34,224 62 836,438 Union Fi 3 2,679,252 183,172 89,831 21,020 143,451		7,33 417,78 1,394,72 80,26 37,30
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Liland Marine	34,224 62 836,438 Union Fi 3 2,679,252 183,172 89,831 21,020 143,451		7,33 417,78 1,394,72 80,26 37,30
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Liland Marine	34,224 62 836,438 Union Fi 3 2,679,252 183,172 89,831 21,020 143,451	re \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Liland Marine	34,224 62 836,438 Union Fi 3 2,679,252 183,172 89,831 21,020 143,451	re \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14
Windstorm Riot and Explo	34,224 62 836,438 Union Fi 3 2,679,252 183,172 89,831 21,020 143,451	re \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Linland Marine	34,224 62 8 836,438 Union Frii 3 2,679,252 183,172 89,831 21,020 143,451 143,451 143,451 4,399 59,850	* \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters	34,224 \$ 836,438 Union Fit \$ 2,679,252 189,831 21,020 143,451 142,392 2,706 3,118 4,399 59,850 \$ 3,330,191 burg, Va.	\$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo Other Lines Total Peters Fire	34,224 62 8 836,439 9 2,679,252 183,172 89,831 21,020 143,451 143,392 143,451 143,393 159,850 8 3,330,191 burg, Vn. 8 123,038	\$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen	34,224 62 8 836,438 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 59,850 8 3,330,191 burg. Va. 8 123,038 112,030 112,030 112,038 112,038	\$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen	34,224 62 8 836,488 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 143,451 159,850 8 3,330,191 burg. Va. 8 123,038	\$ \$	7,33 417,78 1,394,72 80,26 37,30 36,15 40,14 82 81 26,59 1,666,83 97,49
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Wearn Marine Wearn Marine	34,224 62 6 836,43 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 5,850 8 123,038 14x, Conn. 8 8,255,375 468,569	\$ \$	7,33 417,78 1,394,72 80,26 37,30 36,15 40,14 82 81 26,59 1,666,83 97,49
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Wearn Marine Wearn Marine	34,224 62 6 836,43 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 5,850 8 123,038 14x, Conn. 8 8,255,375 468,569	\$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83 97,49 4,421,67 326,54 385,34
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Wearn Marine Wearn Marine	34,224 62 6 836,43 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 5,850 8 123,038 14x, Conn. 8 8,255,375 468,569	\$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83 97,49 4,421,67 326,54 385,34
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Wearn Marine Wearn Marine	34,224 62 6 836,43 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 5,850 8 123,038 14x, Conn. 8 8,255,375 468,569	\$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 81 26,59 1,666,83 97,49 4,421,67 326,54 385,34
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Wearn Marine Wearn Marine	34,224 62 6 836,43 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 5,850 8 123,038 14x, Conn. 8 8,255,375 468,569	\$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 81 26,59 1,666,83 97,49 4,421,67 326,54 385,34
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Meters Marine Marine Meters Marine Meters Marine Marine Meters Meters Marine Meters Marine Meters Meters Meters Meters Marine Meters Meters Meters Meters Meters Meters Meters Meters Marine Meters Mete	34,224 62 6 836,43 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 5,850 8 123,038 14x, Conn. 8 8,255,375 468,569	\$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 81 26,59 1,666,83 97,49 4,421,67 326,54 385,34
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines	34,224 \$ 836,432 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,392 2,706 3,118 4,399 59,850 \$ 3,330,191 burg, Va. \$ 8,255,375 468,569 743,131 25,142 506,128 692,730 31,337 32,853 34,130 38,945	\$ \$ \$	1,394,72 417,78 1,394,72 80,26 37,30 36,15 40,14 26,59 1,666,83 97,49 4,421,67 326,54 385,34 193,92 267,61 93,20 12,14 7,72
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines	34,224 8 836,424 8 100	\$ \$ \$ \$	1,394,72 417,78 1,394,72 80,26 37,30 86,15 40,14 26,59 1,666,83 97,49 4,421,67 326,54 193,20 267,61 93,20 12,14 7,72 5,715,21
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines	34,224 8 836,424 8 100	\$ \$ \$ \$	1,394,72 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83 97,49 4,421,67 326,54 35,34 193,92 267,61 93,20 12,14 7,72 5,715,21
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines	34,224 8 836,424 8 100	\$ \$ \$ \$	1,394,72 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83 97,49 4,421,67 326,54 35,34 193,92 267,61 93,20 12,14 7,72 5,715,21
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines	34,224 8 836,424 8 100	\$ \$ \$ \$	1,394,72 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83 97,49 4,421,67 326,54 35,34 193,92 267,61 93,20 12,14 7,72 5,715,21
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hail Sprinkler Riot and Explo. Other Lines	34,224 8 836,424 8 100	\$ \$ \$ \$	1,394,72 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83 97,49 4,421,67 326,54 35,34 193,92 267,61 93,20 12,14 7,72 5,715,21
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo Ocean Marine Ocean Marine Windstorm Hall Sprinkler Riot and Explo Other Lines Total Oce Earthquake Inland Marine Motor Earthquake Inland Marine Windstorm	34,224 62 8 836,434 8 Union Fil 8 2,679,252 183,172 89,831 21,020 143,451 143,392 63,118 4,399 59,850 8 123,038 14x. Conn. 8 8,255,375 468,569 743,131 25,142 506,128 692,730 113,537 32,853 34,130 51,142 506,128 \$10,910,540 idental \$ 941,280 12,569 64,330 51,78 31,265 630,288	\$ \$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 81 26,59 1,666,83 97,49 4,421,67 326,54 385,34 193,92 267,61 93,20 1,704 7,72 5,715,21 311,66 6,47 34,51
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo Other Lines Total Oce Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo Other Lines Total Oce Fire Ocean Marine Motor Earthquake Inland Marine Motor Earthquake Inland Marine Motor Earthquake Inland Marine Motor Earthquake Inland Marine Windstorm Sprinkler Riot and Explo	34,224 8 836,48 Union Fil 3 2,679,252 183,172 89,831 21,020 143,451 143,399 59,850 8 3,330,191 burg. Va. 8 123,038 125,142 506,738 692,738 692,738 692,738 13,537 32,853 34,130 34,130 34,130 34,130 51,738 941,280 64,330 51,738 941,280 64,330 51,738 31,265 30,288 3,601	\$ \$ \$	7,33 417,78 1,394,72 80,26 37,30 86,15 40,14 82 81 26,59 1,666,83 97,49 4,421,67 326,54 385,34 193,92 267,61 93,20 1,704 7,72 5,715,21 311,66 6,47 34,51
Windstorm Riot and Explo. Total Norwich Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines Total Peters Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Fire Phoen Fire Ocean Marine Motor Vehicle Earthquake Inland Marine Windstorm Hall Sprinkler Riot and Explo. Other Lines	34,224 62 8 836,434 8 Union Fil 8 2,679,252 183,172 89,831 21,020 143,451 143,392 63,118 4,399 59,850 8 123,038 14x. Conn. 8 8,255,375 468,569 743,131 25,142 506,128 692,730 113,537 32,853 34,130 51,142 506,128 \$10,910,540 idental \$ 941,280 12,569 64,330 51,78 31,265 630,288	\$ \$ \$	1,394,72 417,78 1,394,72 80,26 37,30 86,15 40,14 82 26,59 1,666,83 97,49 4,421,67 326,54 35,34 193,92 267,61 93,20 12,14 7,72 5,715,21

TH	HE NA	ΤI	ONAL	
Prudential 1	Fire, Okla		1	
Fire \$	Frems. 58,886	s I	osses 14.795	*
Motor	4,268	*	14,795 1,029	
	13,097		5,100	
Sprinkler Riot and Explo Other Lines	$\frac{1,268}{1,235}$		519	
Total\$	79,176	\$	21,446	
Pearl As	surance			
Fire	814,368 15,984	\$	552,516 6,520	
Inland Marine			*****	
Hail	20,950 404		4,440	
Sprinkler Riot and Explo	$\frac{2,489}{1,915}$		920 253	
Total\$	860,409	\$	564,649	
Yorks	shire	8	900 975	
Fire\$ Motor Earthquake	629,172	*	899,275 460,281	
Inland Marine Windstorm	30,518		9,694 15,622	
Hail	2,367 $3,471$		633	
Riot and Explo	5,603 247		832	
Total\$		2	1.386.339	
Standar				
Fire\$ Windstorm	1,049,256 $55,800$	\$	587,715 5,159	l
Total\$	-	3	592,874	l
Balt	tica			l
Fire \$ Ocean Marine	1,381,431	8	781,567 1,203	
Ocean Marine Motor Earthquake	$1,936 \\ 6,242$		422	
Windstorm	60,366		$\frac{3,610}{11,486}$	l
Hail Sprinkler Riot and Explo	2,303		852	l
Aaircraft	2,857 84		524	١
Total\$	1,455,373	8	799,664	١
Engle F		0	1 107 507	١
Motor	3,560	2	1,167,597 973	١
Earthquake Windstorm	6,436 $71,502$		19,633	١
Hail Sprinkler Riot and Explo	71,502 33,737 3,473 4,776		15,819 1,926 505	I
Aircraft	103		505	ļ
Total			1,206,453	l
London &	324,078	8	179,857	١
Motor Earthquake	125,835 820		92,056	ı
Windstorm	6,104 $16,369$		1,939 3,125	ı
Hail	694		127	
Riot and Explo	1,121		166	ı
Total\$	475,543	\$	277,270	ı
	1.716,998	3	1,090,634	1
Ocean Marine	196,735		136,603	
Earthquake Inland Marine	21,538 $107,700$		110,038 104 35,711 22,561	
Motor Earthquake Inland Marine Windstorm Hail Sprinkler	21,538 107,700 100,328 2,575 7,762 9,843		000	
Riot and Explo	7,762 9,843		874 612 173	
Other Lines	669			
Total\$ British A	2,299,868 merica	8	1,398,236	
Fire\$ Motor Earthquake	1 195 669	8	773,718 60,892	
Earthquake	112,469 16,330 7,085 72,699 1,719		104	
Inland Marine Windstorm Hail	72,699		17,641 573	
Sprinkler Riot and Explo			951 2,990	
Other Lines	9,649 746	-	66	
Total		8	856,938	
Fire\$	2,579,939		1,231,451	
Fire	5,135		171,229	
Inland Marine Windstorm	5,135 1,777 164,277		46,139	l
Hail			1,681	
Other Line	3,144 109		241	
Total\$	3,162,382	\$	1,450,808	
Eliza &	dinavia 1,008,619	\$		
Ocean Marine	1,501		2,383	
Ocean Marine Motor Earthquake Inland Marine Windstorm	269 2,044		10.460	
Sprinkler	402		10,460	
Riot, and Explo		-	741 907	4
Total\$	1,035,034 Auto Fi	re \$	741,807	
Motor Vehicle			1,663,574	
Total			1,663,574	
Fire	6,582			
Motor Vehicle	45,091	-		-
Total (CONTINUED	51,673 ON NEXT	P	11,944 AGE)	1

SECURITY FIRE INSURANCE CO.

DAVENPORT, IOWA

A COMPANY With Whom You Will Feel "AT HOME"



1883-1931

SURPLUS TO POLICYHOLDERS
OVER
ONE MILLION DOLLARS

Member of the Western Insurance Bureau (Incorporated)

After a Hard Day ~

In the Insurance
Business



The renowned bracer and appetizer

ON SALE AT DRUG STORES FOUNTAIN GRILLS AND ALL FOOD SHOPS



COLLEGE INN FOOD PRODUCTS CO.
[Division of Hotel Sherman Co.] CHICAGO, ILL.



GEO. M. EASLEY

HAL V. HAYS

GEO. M. EASLEY AND COMPANY GENERAL AGENTS—DALLAS

"HE PROFITS MOST WHO SERVES BEST"

Boston Ins. Co.
Patriotic Ins. Co.
Georgia Home Ins. Co.
Twin City Fire Ins. Co.
American National Fire Ins. Co.
Globe Indemnity Company
Eagle Indemnity Company
Fire & Marine Underwriters Agency of Automobile Ins. Co.

March

A Dir

WISC





Insurance Attorneys

A Directory of Responsible Attorneys Specializing in Insurance Law



CALIFORNIA

H. C. ELLIS

Attorney at Law 1634 Loew's State Building Los Angeles, Calif.

Especially equipped to handle investigations, adjustments, subrogation and litigation throughout Southern California.

Dinkelspiel & Dinkelspiel 133 Montgomery St. . . . Garfield 8436 14th Floor Pacific National Bank Bldg. San Francisco, Calif.

Henry G. W. Dinkelspiel David K. Lener Martin J. Dinkelspiel David K. Lener Martin J. Dinkelspiel Alfred J. Stern John Walton Dinkelspiel Hiram E. Casey All Phases of Insurance Litigation and Business

Mehr & Mehr

Barriesters & Solicitors
Canadian Pacific Building
Toronto, Ontario
Counsel for National Surety Company, London Guarantee, & Accident Company Limited and United States Casualty Co.

FLORIDA

BLACKWELL & GRAY

CONGRESS BUILDING, MIAMI

sualty, Surety, Fire, and Life In-surance Litigation in Southern Florida

GEORGIA

Bryan & Middlebrooks & Carter

GEORGIA LANTA
paral Bryan
were Middlebrooks
w. Bussell
M. B. Tichenor
W. Colouit Carter
Edward B. Seressi, Jr.
M. H. Meeks
TRR. LIFE AND CASUAINT
Inserance Litigation is the Southern States

Bradley, Harper & Kiggins 33 South Clark St. Chicago, Ill.

Insurance claims and litigation, all classes.

Insurance Department and legislative matters, and general insurance counsel.

Cassels, Potter & Bentley 1060 The Rookery CHICAGO

EKERN & MEYERS

Insurance Attorneys 208 So. La Salle St. CHICAGO

Silber, Isaacs, Silber & Woley Attorneys & Counselors HOME INSURANCE BUILDING CHICAGO

Special Attention to the Law of Fire Insurance and Taxation

BROWN, HAY & STEPHEN 714 First National Bank Bldg. SPRINGFIELD

ILLINOIS (Cont.)

Oscar J. Putting Sixth Floor Reisch Building Springfield, Illinois

Delbert O. Wilmeth

HENRY & WILMETH

Insurance Attorneys
504-5 Meyer-Kiser Bank Building
Indianapolis, Indiana Specially equipped to handle Investigations—Adjustments—Litigation

Slaymaker, Merrell, Ward & Locke

Attorneys specializing in All Phases of Fire, Marine, Life & Casualty Insurance Litigation 751-769 Consolidated Bldg. INDIANAPOLIS

Clarence C. Wysong

PRACTICE LIMITED TO INSURANCE LAW

722 Circle Tower Indianapolis, Ind.

AWOI

Oliver H. Miller J. Earle Miller Jesse A. Miller Frederic M. Miller

Miller, Miller & Miller Lawyers

1316-1318 Equitable Building Des Moines

Parrish, Cohen, Guthrie, Watters & Halloran

Attorneys and Counselors at Law Register and Tribune Building DES MOINES

STULL, LUCIER AND STULL

Specialists in Insurance Law

Suite 301 Crocker Bldg. Des Moines, Iowa

KANSAS

Ebright, Burch & Patterson Attorneys-at-Law

Brown Building Wichita General Insurance, Fire, Casualty and Surety Practice—Facilities for Investigations and Adjustments

MICHIGAN

DUNHAM & CHOLETTE

ATTORNEYS AT LAW 1012-1016 Grand Rapids National Bank Bldg. **GRAND RAPIDS**

MINNESOTA

Mitchell, Gillette & Carmichael 12th Floor, Alworth Bldg. Duluth

> Insurance Litigation Special Department for Investigations and Adjustm

MINNESOTA (Cont.)

Geoffrey P. Mahoney Attorney and Counselor

631 Metropolitan Bank Building Minneapolis, Minnesota

ERNEST E. WATSON

All Lines Represent Companies Only Including Defense of Negligence

936 Andrus Bldg.

BUNDLIE KELLEY ST. PAUL

Maintain department for adjust-ment and investigation of claims.

ORR, STARK, KIDDER & FREEMAN

11th Floor, Minnesota Bldg. ST. PAUL

INSURANCE LITIGATION Special Department for Investigations and Adjustments

SEXTON, MORDAUNT, KENNEDY & CARROLL

Adjusters and Investigators sent to any place in the Northwest

Pioneer Building, Security Bldg., St. Paul, Minn. Minneapolis

NEW JERSEY

- SAMUEL M. HOLLANDER COUNSELOR AT LAW

ber of Commerce Bidg., Newark, N. J. Telephone 1140-1 Market

Specialist in the Law on Breach of Warranty and General Insurance Cases

NEW YORK

David F. Lee, David Levens, Edwin F. Verres LEE, LEVENE & VERREAU

TRIAL LAWYERS
315 Sourrity Nutural Bidg.
Blughautes, New York
Lasurance attorners. Especially equipped to handle
lavestigations, adjustments and litigation over sentral New York.

OHIO

ROBERT A. KRAMER

Attorney and Counsellor at Law Insurance Specialist

Also facilities for investigation in Ohio, In-diana, Kentucky and West Virginia 784-5 First National Bank Building Cincinnati, Ohio

CINCINNATI, and radius two hundred miles
JOSEPH H. WOESTE
Attorney and Counsellor at Law
For insurance interests
Trial Specialist
Staff of Lawyers available for casualty and other adjustments
205-6-7 Atlas Bank Bldg. Tels. Main 6627-8

Rees H. Davis

DAVIS & YOUNG

Attorneys at Law

General Insurance, Fire, Casualty & Surety Practice. Also facilities for investigations over Northern Ohlo. Guardian Bldg. CLEVELAND

OHIO (Cont.)

KNEPPER & WILCOX

Outlook Building **COLUMBUS**

MATHEWS & MATHEWS

Attorneys At Law 25 North Main Street DAYTON

DENMAN, MILLER, CHRISTIAN & BEATTY

1010 Ohio Bank Building TOLEDO

WM. A. FINN ATTORNEY AT LAW

General Insurance, Casualty & Surety Prac-tice. Exceptional facilities for Investigations over entire State of Ohio. 628 Nicholas Bldg. **TOLEDO**

Fraser, Hiett, Wall & Effer

ATTORNEYS Suite 710 Home Bank B TOLEDO, OHIO

OKLAHOMA

Rittenhouse, Lee, Webster & Rittenhouse

American National Bank Bldg. OKLAHOMA CITY

SOUTH DAKOTA

BAILEY & VOORHEES

Charles O. Balley (1886-1928)

Ray F. Brucs Melvin T. Woods, Jr.

Theodors M. Balley Roswell Bottum

BAILEY-GLIDDEN BUILDING
SIOUX FALLS,
INSURANCE PRACTICE

TENNESSEE

WILLIAM HUME **NASHVILLE**

WASHINGTON

ROBERTS, SKEEL & HOLMAN

Alaska Building

Wm. Paul Uhimame
Everett 0. Batts

Guy B. Kastt

A. P. Curry

W. E. Eveasse, Jr.

H. Henke, Jr. SEATTLE

WISCONSIN

BLOODGOOD STEBBINS & BLOODGOOD 382 East Water Street

> MILWAUKEE resenting U. S. Fidelity & Guarant pany, Metropolitan Life Insurance Com-pany, Globe Indemnity Company

Insurance ATTORNEYS

A Directory of Responsible Attorneys Special-izing in Insurance Law

WISCONSIN (Cont.)

GERALD P. HAYES

Insurance litigation and claim work in any part of Wisconsin

965 let Wis. Natl. Bank Bldg., Milwaukee

Today

Buyers of insurance are demanding the best. Realizing this the Twin City Fire has developed until it is able to serve them completely and satisfactorily in all their insurance problems.

"Writing fire, tor-nado, farm, auto-mobile, hail, tractor, aeroplane damage, customers' goods, fine arts, fur coats, jewelry, fur floater, parcel post, regis-tered mail, tourists floater, annual transit, trip transit, neon signs, merchandise sold under con-tract."

TWIN CITY

Fire Insurance Company Minneapolis Minnesota

At the gateway to Minneapolis

HOTEL NICOLLET **MINNEAPOLIS**

HOSPITALITY that isrefreshingly old-fashioned in spirit yet strikingly modern in manner. Six hundred fireproof rooms with baths. Three restaurants serving noted cuisine.

HOTEL NICOLLET MINNEAPOLIS

The Northwest's finest hotel

Nation Wide Figures of Fire Companies by Lines

(CONT'D FROM PRECEDING PAGE)

Gione & Ruigers	
Prems.	Losses
Fire\$22,104,445	\$13,000,445
Ocean Marine 2,205,738	1,534,339
Motor 2,129,088	1,369,362
Earthquake 71,101	1
Inland Marine 4,596,856	3,094,669
Windstorm 801,735	190,340
Hail 427,706	221,177
Sprinkler 37,440	15,881
Riot and Explo 76,137	14,443
Other Lines 78,744	56,102
Total\$30,399,542	\$19,496,737

	 	6.7		۰	۰	۰	۰	۰	۰			0 000			001202
otal		0	0			0	0	0		\$30	0,3	99,	543	2 \$19	,496,73
U	9	i.		7	I	ei	r	el	h	anı	in	&	SI	ipper	W

Fire\$	1.241.222	8	779.179
Ocean Marine	1,370,497		915,539
Motor	367,926		188,636
Earthquake	29,409		89
Inland Marine	528,482		254,909
Windstorm	61,336		16,981
Hail	7		
Sprinkler	6,399		*****
	9,913		654
Other Lines	952		
Total\$	3,616,143	3	2,155,981
Or	ient		
Fire\$	1.872.387	8	827,996
Motor	247 441	*	109,622
Earthanalea	9.744		2001000

Parinquake	2,111		
Inland Marine	69		130
Windstorm	185,011		57,695
Hail	1,156		
Sprinkler	2,607		1,691
Riot and Explo	3,525		48
Other Lines	10		
Total\$	2,314,950	\$	997,183
Intern	ational		
Fire\$	3.523.412	8	2.308,263
Motor	70,804		88,088
Earthquake	11,163		8
Inland Marine	4,652		
Windstorm	173,381		23,257

Hail Sprinkler Riot and Explo	25,708 15,372 15,243	8,600 2,331 507
Total\$	3,839,739	\$ 2,431,057
United A	American	
Fire	17,780	\$ 285,869 17,264
Windstorm	12,052	1,262
Hail	154	194

Riot, and Explo 574		9
Total \$ 486,090	8	304,67
Associated F. &	м.	
Fire \$ 367,232	\$	126,37
Earthquake 10,865		
Inland Marine 26		
Windstorm 23,310		3,64
Hail 198		10
Sprinkler 1,224		24

Riot, and Explo.	0	1,040		00
Total	. 8	403,904	3	130,72
Lon	do	a Assur.		
Fire Ocean Marine Motor Earthquake Inland Marine Windstorm Sprinkler Riot, and Explo. Aircraft		$\substack{2,305,581\\712,689\\410,864\\5,812}217,897\\101,574\\3,002\\4,489\\26,790}$	\$	1,300,29 335,56 272,81 73,56 25,11 1,38 2,87 10,21
(D-A-1		0 770 600		0.001.00

10,21		26,790	Aircraft
2,021,823	8	3,778,698	Total\$
		National	Detroit
92,63	\$		Fire\$
2,07 18 8		$11,452 \\ 403 \\ 387$	Earthquake Windstorm Sprinkler Riot, and Explo.
94.98	8	162,479	Total

Total	162,479	\$	94,98
Manhattan	F. & M.		
Fire	473,378	\$	216,10
Motor	52,782		46,81
Earthquake	288		3,33
Windstorm	23,153		
Sprinkler	480		6
Riot, and Explo	332		
Aircraft	73		****
Total\$		\$	266,32
Prudential Re	& Co-I	ns.	

Total \$ 550,486	3	266,32
Prudential Re. & Co-l	ns	ie
Fire \$ 3,972,817	\$	2,694,29
Motor		20,90
Windstorm 126,905		30,42
Sprinkler 18,693		7,28
Riot, and Explo 23,455		3,70
Total\$ 4,205,235	\$	2,756,61

01100		20,100	Telot, and isapio
\$ 2,756,618	3	4,205,235	Total\$
		h Star	North
\$ 841,149 21,083 1 8,216 13,970 135 2,223 1,216	\$	$\begin{array}{c} 1,055,021 \\ 24,866 \\ 6,294 \\ 23,796 \\ 26,824 \\ 117 \\ 3,299 \\ 7,061 \\ 2,112 \end{array}$	Fire
\$ 887,991	\$	1,149,390	Total\$

Belt Fire, Cal.

Motor \$ 147,672 \$ 32,007 Total \$ 147,672 \$

	Reinsurance							1	M	ce	Salamandra			
Fire.										Q	Prems. 1,260,143		Losses	
CHEC		0 1		0						9		- 4		
Motor					۰			۰			13,590		15,110	
Earthqu	a	k e	è								7,751		2	
Inland	M	aı	ri	n	e						11.573		4.421	
Windsto	or	m									19,139		20,910	
Hail											291		58	
Sprinkle	er										5,296		4.131	

		6,049	Other Lines
\$ 1,327,717	\$	1,330,020	Total\$
		-American	Hamburg
\$ 882,460 17,951	\$	14,887	Fire\$
4,495 16,735		9,026 13,317 39,490	Earthquake Inland Marine Windstorm
1,390 1,636		248 3,115 8,493	Hail Sprinkler Riot, and Explo
1,000		205	Other Lines
\$ 924,667	8	1,270,439	Total\$
		American	Pacific .
\$ 78,986	3	440,915	Fire

Pacific A	merican		
Fire	440,915	3	78,986
Earthquake	43,238		*****
Windstorm	5,447		15
Hail	560		1,364
Sprinkler	433		
Riot, and Explo	660		
Total	491,256	\$	80,366
Industri	al, Tex.		
Fire	182,705	8	94,920
Motor	254,958		83,511
Earthquake	911		67
Inland Marine	2,000		
Windstorm	23,207		7,396
Total*	463,791	3	185,828
Buffalo	N. Y.		
Fire\$		\$	1,023,801
	3,738		
Windstorm	22,255		7,928

Hearing on Violation of Resident Agent Rule

Total \$ 1,748,164 \$ 1,031,729

RICHMOND, VA., March 4.—The reason why policies written in Virginia by agents of the State Farm Mutual Automobile of Bloomington, Ill., were countersigned at the home office instead of by its Virginia representatives was because the officials did not know that they had to do so, G. J. Meherle, president of the company, testified today at a hearing before the state corporation commission. He said that it did have all policies written in West Virginia and North Carolina countersigned in those North Carolina countersigned in those states because their laws specifically required that this be done. The law in Virginia was not specific on this point. It merely said that the contract of insurance must be completed in Virginia by a resident of the state when exe-cuted outside. On complaint of the W. L. Dechert Corporation of Harrisonburg.

L. Dechert Corporation of Harrisonburg, a large stock agency, the company had been cited before the commission for failure to have policies on Virginia risks countersigned in the state.

The case was argued Wednesday and then taken under advisement. In addition to attacking the constitutionality of the resident agent law, the company contended that even if it is constitutional it does not apply to mutuals of tional it does not apply to mutuals of

BAPTIST MODERATOR IS INDICTED IN KENTUCKY

G. L. Borders, insurance agent and moderator of the Tate's Creek associa-tion, Missionary Baptist church, has been indicted by a Madison county, Ky., grand jury on a charge of unlawfully making false and derogatory statements concerning the condition of an insurance company. The indictment charges Borders with telling members of the Madison county school board that the Hurst Home, an assessment fire company of the school board that the Hurst Home, an assessment fire company of the indicate the school board that the school board pany of Lexington, Ky., would charge an excessive rate and might not be able

to pay insurance in case of loss. In 1929 the Hurst Home reported 115.9 percent loss ratio and 25.9 percent expense ratio.

887,991

32,007

Following are the recent entries in the inter-chamber fire waste contest conducted by the National Fire Waste Council, under the auspices of the insurance department of the United States Chamber of Commerce: Burlington, Kan.; Rapid City, S. D.; West Bend, Wis.



March

OHIO The (

Centra

Cent

OKLA

Bat

"W

W.

THE

Ok 215 Guy

INS

High

ORE

Am

PEN

We

DIRECTORY · OF · RESPONSIBLE

CALIFORNIA

MILO H. NEIDIG

INSURANCE ADJUSTMENTS
Representing Companies Only
Formerly Assistant General Manager,
Pacific Coast Adjustment Bureau
542 Adam Grant Building San Francisco, Cal.

ILLINOIS (Cont.)

JOSEPH RICE & CO.

INVESTIGATIONS & ADJUSTMENTS
ALL CASUALTY LINES

OSCAR A. MORRIS

ADJUSTER

JACKSONVILLE, ILLINOIS

Fire, Automobile and Casualty Losses for Companies Only

Chicago Office 966 Ins. Exch. Bldg.

IOWA (Cont.)

Iowa Casualty Adjustment Co.

Specializing on

Des Moines, la.

MISSOURI (Cont.)

Pierce Bldg.

EBRASKA

Omaha, Nebr.

Frank A. Sucha Jack H. Mack

J. A. Anderson, Mgr.

OHIO

Northern Missouri Phone 6-1483 Northwestern Kansas CLEM M. WHITE
Insurance Adjuster
Inspections and Investigations for Insurance
Companies Only
Fire - Automobile - Casualty - Surety
King Hil Building
ST. JOSEPH, MISSOURI

THOS. J. ENGLISH

Specializing on

AUTOMOBILE and CASUALTY

CLAIMS

The JOHN D. GARMIRE

Independent Adjusting Office

ASSOCIATE ADJUSTERS:

Insurance Service

of Canton, Inc. 819 Renkert Bldg., Canton, Ohio

Fire and Casualty Adjustments, Inspections and Investigations for Insurance Companies

AUTOMOBILE ADJUSTMENT CO.

Charles E. Dornette, Manager

Specializing on All Automobile and

Aircraft Losses
409-35 E. 7th St. Bldg. Cincinnati, Ohio
Telephones Cherry 2092-2093

CHARLES E. CURTIS

Specialising on Auto and Air Craft Losses

H. R. Bassett KEITH BUILDING F. S. Pelten CLEVELAND

Thirty-Six Years Company Service

Van-Reed & Company
C. L. Harris & Company
General Adjusters
Cieveland—005 Swettand Bidg.
Akron—412 Akron Savings & Losa Bidg.
Youngstown—810 Mahoning Bank Bidg.
Toledo—628 Nicholas Bidg.
Columbus—10th Floor, Outlook Bidg.
Columbus—1216 First Nat'l Bank Bidg.
Lima—808 Lima Trust Bidg.

THAYER'S UNDERWRITERS SURVEY CO., INC

SOURCE CO., INC.

SOURCE SOURCE CO., INC.

SOURCE S

JOHN H. McNEAL

Auditorium Bldg. Cleveland, Ohio

Phone Main 1926

GENERAL ADJUSTERS
ALL LINES OF INSURANCE

ST. LOUIS, MO.

Est. 1907

Phone 5167

Harvie A. Jewell J. Verne Brewer

Over Twenty Years Experience
Prompt, Personal Service
942 Gas & Electric Bldg. DENVER, COLO.
Colorado Wyoming New Mexico

All Modern Coverage

Gas & Electric Bldg., Denver, Colo.
725 First National Bank Bldg.,
Albuquerque, N. M.
1261 Bassett Tower, El Paso, Texas

Angus B. Ferdinand 715 Jefferson Bidg. Tel. 6957
Over 12 years experience Established Peoria 1922
PEORIA—ILL.
Fire, Auto, Inland Marine, and Aircraft

Associated Adjustment Bureau, Inc.

608 South Sixth St. Springfield, Ill. Phone Main 2506

djustments, Inspections, Investigations, Subrogations, for Insurance Companies only, covering all of Central and Southern Illinois.

INDIANA ADJUSTMENT CO.

INDIANA

KENTUCKY

Southern India:

Adjuster

ADJUSTERS

320 W. Fort St.

Automobile and Case
Separate Offices at
INDIANAPOLIS
FORT WAYNE
TERRE HAUTE
EVANSVILLE ROBERT D. DENTON

AUTOMOBILE, COMPENSATION LIABILITY AND CASUALTY LINES

819 Tri-State Bldg. nony 5460 Fort Wayne, Ind.

se Anthony 5460

H. G. DOUGHERTY

Insurance adjustments and investigations

1019-20 Lemcke Bldg. Phone Riley 4548 Indianapolis

Automobile-Inland Marine-Casualty

Eugene McIntire Adjustment Co., Inc.

Automobile, Casualty, Compensation and Surety Adjustments Eight, East Market Street **INDIANAPOLIS**

> A. M. FOLEY Adjustment Bureau

Covering N. Indiana & S. Michigan Automobile, Casualty, Compensation, Inland Marine Union Trust Bids. Phone 2-2782 South Bend, Indiana

Eastern Iowa Western Illinois

LEWIS C. CLARK

Insurance Claim Service

Union Bank Building Davenport, Iowa

Suite 318 Long Bldg. Kansas City, Mo.

Telephone GRand 0220 Adjustments-Investigations-Litigation

Company

806 Temple Bidg., Wichita, Kansas 07 Davidson Bidg., Kansas City, Me. Insurance Bidg., Okiahema City, Okia IIIS Hunt Bidg., Tuisa, Okiahema

FRED W. PETERS

INDEPENDENT ADJUSTER

Fire, Tornado and Automobile Los

1041 Third National Bldg., DAYTON, OHIO

Twenty-Six Years Company Service

CHARLES W. KRUEGER

Adjuster

(Formerly of Wilson-Krueger Adjustment Co.)

Southwestern Adjustment Company Adjusters of Insurance Losses

Webster-Deeds Adjustment Co. Adjustments for Companies Only Insurance Claims-All Branches Fire, Automobile, Air Craft, Casualty, P. D. & P. L. 901-994 GAS & ELECTRIC BUILDING, DENVER, COLORADO

DISTRICT OF COLUMBIA

NICHOLS COMPANY INSURANCE ADJUSTMENTS

Representing Companies Only Bond Building, Washington, D. C. Mutual Building, Richmond, Va.

Prompt and courteous service

FLORIDA, ALA. AND MISS.

Adjustment of Fire, Automobile and Casalty losses, and Investigations and Inspections, in West Florida, Southern Alabama and Southern Mississippi promptly handled.

F. L. MILLER, Independent Adjuster Phone 2429 P. O. Box 1408 Pensacola, Fla.

ILLINOIS

G. W. ROBSON, JR.

General Adjuster for the Companies
City National Bank Building
Office Phone, 59 Residence 479-CENTRALIA, ILLINOIS

All Assignments Given Personal Atte

ARTHUR L. LADD & CO.
CLAIM DEPARTMENT
SERVICE TO INSURANCE COMPANIES
WE WILL HANDLE ONE CASE OF ALL YOUR CASES
EVERY KIND OF INSURANCE CLAIMS A-2627-31 Insurance Exchange, Chicago Phone HARRISON 9035

> WILSON S. LEVENS

& CO.
A-1315 INSURANCE EXCHANGE Fire, Aute, Inland Marine, and Aircraft

MARTIN

ADJUSTMENT CO., Inc.
Automobile, Burglary and Inland
Marine Adjustments
A-1339-31 Insurance Exchange, Chicage
Harrison 6514

Automobile and Casualty Claims

Paramount Theatre Bldg.

ERRETT D. STULL Fire, Windstorm, Automobile and Casualty Adjustments

301 Crocker Bldg. Telephone 4-4437 Des Moines, Iowa For N. W. Missouri service: 1516 Faraon St. St. Joseph, Mo. Telephone 9639

KANSAS

KINKEL ADJUSTMENT AGENCY Hutchinson, Kansas

Adjusters for Insurance Companies

Phone 2055

C. J. PURCELL

Adjuster
Lavestigations and Inspections.
Automobile Losses Exclusively,
edaily experienced on automobile final
husiness.
Starks Building, Louisville, Ky.

MICHIGAN

ROLAND C. COOLEY CO.

Automobile—Fire—Marine

A. H. DINNING COMPANY

Insurance Adjusters Automobile -- Fire -- Marine 944 Free Press Building DETROIT, MICH. Phone Randolph 0481

GENERAL ADJUSTING CO.

Adjusters of Insurance Losses Fire, Automobile, Casualty, Marin 155 W. Congress St. Detroit, Mich. Riker Bldg., Pontine, Mich. The John C. Myers Co. 1321 Penobscot Bldg., Detroit Flint Branch, 120 W. Water St. Marshall Branch, Marshall, Mich.

MINNESOTA

LYMAN HANES, Inc.

General Adjusters for Insurance Companies

FARGO and MINNEAPOLIS

MISSOURI

Telephone or Telegraph for Quick Service

GEORGE BARRETT Insurance Claim Adjuster

MoKanOkla Adustment

Adjusters for Companies Only

INDEPENDENT ADJUSTERS

OHIO (Cont.)

The General Insurance Adjustment Co. Ohio Bank Building **TOLEDO**

Clifford L. Rose, Mgr.

Centrally Located Phone Us Day or Night Central Adjustment and Inspection Bureau D. R. Stettler, Manager VAN WERT, OHIO

General Insurance Adjusters erienced men in all parts of Ohio, So Michigan, Western Pennsylvania Eastern Indiana

OKLAHOMA

Bates Adjustment Company

"We have served the companies for more than thirty years"

Oklahoma City, Okla. Tulsa, Okla. W. S. Hanson, Mgr. R. W. Murray, Mgr.

THE FULLER ADJUSTMENT COMPANY

Prompt Adjustment Seroices
Provided in Oklahoma

Offices at

Oklahoma City 215 Merc. Bldg. 440 Philcade Bldg. Guy H. Fuller, Mgr. L. M. Hallock, Mgr.

INSURANCE INSPECTION & ADJUSTMENT CO.

Incorporated
Specializing in Investigation and Adjustment
of Automobile losses in Oklahoma for the
Companies.
Hightower Bldg, Oklahoma City. Phone 2-2100

OREGON

FRANK ALLYN, INC. Established 1915

American Bank Building Portland

Automobile, Casualty, Burglary,
Aircraft, Inland Marine
Branch offices throughout the Pacific
Northwest

RALPH R. SOWERS

E. A. YARTER

SOWERS AND YARTER

Insurance Adjusters

Telephone Beacon 3709 614-615 Terminal Sales Building PORTLAND, OREGON

PENNSYLVANIA

Adjusters and investigators for the companies

Eastern Ohio

Western Penna. Eastern Unio
The Standard Adjusting Company
Northern W. Va.
(We specialize in preparing cases for trial)
C. D. ROCHE 210-211 Keystone Building
Manager 210-211 Keystone Building
Pittsburgh, Pa.

TENNESSEE

Insurance Adjustments in Te Miss., Ark., Mo., Ky. and Ala. Prompt and Personal Service D. C. VORUS, Adjuster Shrine Building, Memphis, Tenn. (14 years for the companies)

TEXAS

C. Perry Claim Service

Southwestern Life Bldg.

Dallas, Texas

Automobile, Casualty, Burglary Aircraft, Inland Marine "Any Where in Texas"

Southwestern Adjustment Company

Adjusters of Insurance Losses FRED P. COOKE, Manager 1201 Bassett Tower, El Paso, Texas Office 860 Gas & Electric Bidg., Denver 725 First National Bank Bldg., Albuquerque, N. M.

WASHINGTON

FRANK ALLYN, INC.

Established 1915 Mehlhorn Building

Automobile, Casualty, Burglary, Aircraft, Inland Marine Branch Offices: Spokane, Tacoma, Aberdeen
Wenatchee and Portland, Oregon
Service Units in other Pacific Northwest
Cities

JOSEPH RICE & CO.

Investigations and Adjustments All Casualty and Fire Lines Home Office—Chicago, Illinois SEATTLE OFFICE 810 American Bank Bldg. Phone Ellot 5207

WISCONSIN

Rehfeld Adjusting Company

General Insurance Adjusters State Bank of Wisconsin Bldg.

Madison, Wisconsin Telephone Badger 1621

NURNBERG ADJUSTMENT CO.

General Adjusters
presenting Stock Companies Of
Underwriters Exchange Bldg.
MILWAUKEE Only

828 N. Broadway Phone Daly 5629
BELOIT OFFICE
Goodwin Block Phene 3753

WYOMING

Central Wyoming Adjustment

Company
Consolidated Royalty Building
CASPER, WYOMING
General Adjusters
All Lines of Insurance
John H. Casey, Manager

YOU'LL HAVE TO HURRY!

If you want the exclusive franchise to distribute The National Underwriter's attractive new 1932 insurance calendar in your city. It has twelve different seasonal rotogravure pictures and sales arguments—one for each month. Mounted on a heavy colored board back. Your name at top where it strikes all eyes. Mail this advertisement today along with your business card and 10 cents in stamps and receive sample calendar and full particulars about exclusive franchises.

> THE NATIONAL UNDERWRITER A-1946 Insurance Exchange, Chicago

Get Allied Lines When Iron Is Hot

(CONTINUED FROM PAGE 8)

He said that the Automobile hopes to be able to put a policy writing office the west for general cover.

Although the Interstate Underwriters Board is not interested in exclusively intra-state locations, he said that the organization will get the rates for those cations from the local rating bureau.

Mr. Hubbard indicated the preference for the old form of tariff rates at specific locations, if that arrangement is agreeable to the assured. There may be a certain advantage to the assureds under the old form, since under the I. U. B., the assured must pay a provisional premium in advance, less specific insurance—a premium which is adjusted at the end of the year. Under the old form, however, the premium was applied on the first statement of value and was adjusted monthly instead of at the end of the year. It is important that this difference be explained to the assured, since he may object when he discovers the size of the provisional premium.

Opportunity for Development

The biggest opportunity for the development of I. U. B. covers is in warehouse stocks of manufacturers or dis-tributors. The bulk of new business is coming from these sources. This is a good time to cover those risks because stocks are low, the provisional premium stocks are low, the provisional premium is small, but the account will grow as business improves. There is not much opportunity in the larger retail store line. It is better to go after the stores with from three to 50 locations. He warned of danger in covering radio stocks, which are plentiful and easy to write but which are white elephants today.

Mr. Hubbard pointed out that furniture and fixtures alone cannot be covered.

Mr. Hubbard pointed out that furni-ture and fixtures alone cannot be covered under the reporting form; merchandise must be carried as well. If, however, an assured has a number of locations, some of which are salesrooms while others contain merchandise, the con-tents of the salesrooms may be in-cluded. There has been an attempt to write the contents of barber shops and similar risks, but these lines are not similar risks, but these lines are not contemplated in the I. U. B. cover. He pointed out that profits insurance is allowable under the I. U. B. cover as well as sprinkler leakage, tornado and explosion

Incidental Machinery

It is possible that in the future in-cidental machinery may be included in warehouses if it does not exceed more than 5 percent of the schedule.

The business of getting a rate from the I. U. B. takes two or three weeks, so if the agent is in a hurry to land a risk, the list of locations should be sent in to the company, which will wire the I. U. B. and get advisory rates immediately on which the risk may be

The limit of 30 percent on any one location has been abandoned except on department stores.

He urged his listeners to have general contracts sold on another basis rate. Rate is not the entire anthan rate. Rate is not the entire answer, he said. The reporting cover is a convenient idea; it is one contract minimizing the chance for error and rate is not all important. He said that insurance seems to be the one business in which rate is held to be all important. The same sort of quibbling does not occur when a client seeks the advice of a lawyer or a bank.

Explosion Coverage

On the subject of explosion coverage, Mr. Hubbard named the principal premium sources: Merantile buildings, banks, garages, garbage incinerators, auto garage, dry goods store, bakery, convent, bridge, theater, apartments, men's clothing stores, church, brass foundries, iron mines for riot insurance and newspapers for riot. He urged the marine specials to be on the lookout for men's clothing stores, church, brass foundries, iron mines for riot insurance and newspapers for riot. He urged the marine specials to be on the lookout for looko

Important Issues Confront N. J. Men

(CONTINUED FROM PAGE 5)

lative representatives until its passage was assured.

was assured.

Opposition to the bill, it was reported, might be expected from mutuals, one particular concern having circularized all retail druggists in the state to fight the measure. The inconsistency of such action was pointed out; the druggists persistently seeking to elevate the standard of their particular calling and yet objecting to like effort on the part of the insurance agents.

Seek Elasticity in Law

Another approved measure is that granting increased power to the department of banking and insurance in permitting the writing of different forms of indemnity, the call for which constantly arises with changing conditions in the general business world, and which the companies authorized in New Jersey stand ready to supply once authority be given them by the commissioner. The existing governing law was enacted years ago, is inelastic and does not conyears ago, is inelastic and does not con-form to present day needs. Instead of seeking a statutory amendment thereto every time a new form of insurance is called for, the bill now before the legislature would give blanket power to the banking and insurance department in the matter. It was pointed out for example that while smoke damage indemnity is freely granted in most states no provision for its writing appears in the state law and hence it cannot be issued. It is to overcome limitations of this character that the present amendment is desired.

Among the speakers were A. R. Law-rence, chairman of the compensation Rating and Inspection Bureau of New Jersey: Deputy Commissioner Gough, Jersey: Deputy Commissioner Gough, Laurence E. Falls, vice-president American of Newark; H. G. Hoffman, commissioner of motor vehicles, and J. A. Beha, general manager of the National Bureau of Casualty & Surety Under-

writers.

Dwelling Risks **Need Examination**

(CONTINUED FROM PAGE 5)

all the companies paid about \$7,000,000 in cigarette losses. These losses are not supposed to be covered under the fire policy and the rate was never predicated on the theory that they would be paid. He said that a campaign of publicity should be started to bring the company executives to their senses so that they will come to an agreement not to pay this class of loss. This is one reason why the dwelling classes are showing less profit.

Too much unprotected business is being carried, according to Mr. Hooker. Rates on this business have never been adequate. He said that the company would like to decline all of it but for agency reasons a certain amount has to be accepted, which he said should not exceed 15 percent of the agent's busi-ness. He said that the unprotected business is usually better when it origi-nates with an agent in the immediate neighborhood. It is not the small town unprotected business that is burning up, for the reason that the agent knows

explosion prospects among laundry

perators. Mr. Hubbard said that explosion had made progress despite the fact that the inherent explosion endorsement is being "given away" by the Factory Insurance Association and in the supplemental contracts which have been issued in the east and in Ohio and Indiana.

Sm

COM

Bank

prett

hood

LLOYDS CASUALTY COMPANY

M. DANIEL MAGGIN, Vice-President & General Manager of the Company

HOME OFFICE:

75 MAIDEN LANE

NEW YORK CITY

Statement

December 31st, 1930

ASSETS

11002110	
Bonds (Market Value)\$1	,772,524.85
Government Bonds	
State, Province, & Municipal Bonds. 934,963.38	
Railroad Bonds 74,917.89	
Public Utilities Bonds 113,903.75	
Miscellaneous Bonds 80,917.75	
	,666,459.15
First Mortgage Loans on Real Estate	223,450.00
Real Estate	8,527.00
Collateral Loans	41,650.00
Premiums in Course of Collection (not over 90 days	
	1,000,472.65
Cash in Offices and Banks	704,376.37
Reinsurance and Salvage Due on Paid Losses	124,801.32
Accrued Interest	26,067.00
Due for Securities in Process of Delivery	338,225.00
Other Assets	67,278.64
\$:	5,973,831.98

LIABILITIES

Unearned Premium Reserve	\$1,660,887.13
Reported and Unreported Claim Reserve	1,398,367.56
Reserves for Commissions, Taxes and other Liabilities	289,503.22
Capital\$2,000,000.00	
Net Surplus 625,074.07	

Surplus to Policyholders...... 2,625,074.07

\$5,973,831.98

FORMERLY LLOYDS PLATE GLASS INSURANCE COMPANY

The Company issues the following kinds of insurance:

PERSONAL ACCIDENT
HEALTH
BURGLARY
AUTOMOBILE
LIABILITY
WORKMEN'S COMPENSATION
PLATE GLASS
BURGLARY
STEAM BOILER
FLY-WHEEL
ELECTRICAL MACHINERY

BONDS ENGINE TURBINE

The National Underwriter

March 5, 1931

CASUALTY AND SURETY SECTION

Page Thirty-seven

Smoke Out Small Fry Embezzlers

Stock Crash and Depression Bring Many Peculations to Light

COMPANIES FARE BETTER

Bank and Brokerage Houses Experience Bad-Urge Check-up by Public Accountants

NEW YORK, March 4.-Of the numerous embezzlers brought to light as a result of the stock crash and business depression, the small fry have been pretty well smoked out. The ones that have been found out recently are mostly employes or officials so completely trusted that even the most cynical would never have thought to suspect them.

The little fellows were soon exposed but the men who were in a position to hoodwink the board of directors or practice sleight-of-hand on easy-going bank examiners have been able to hang on for an astonishing length of time, consider-ing the thinness of the ice they were

Substitutes Find Discrepancies

Often they would have been successful for considerably longer if it had not been for sickness or some other cause which forced them to be away from the scene of action and allowed an alert substitute to get wind of a few dis-crepancies, which when investigated spilled the beans completely and irretrievably.

Peculations were the worst in banks and brokerage houses. The latter suf-Peculations were the worst in banks and brokerage houses. The latter suffered from large sized losses, generally through an employe placing orders for a fictitious customer. Banks, while averaging smaller losses, made up in the aggregate by their greater number.

The present situation of fewer and higher cases is not hitting the surety companies the way the earlier and present situation.

companies the way the earlier and more numerous losses did, as most of the present amounts are so staggeringly large that the institutions suffering them are usually far from being adequately insured—another argument for high enough coverage.

Forecast Better Experience

Much better experience for surety companies is forecast for the next years. Trusted employes have had a wealth of horrible examples. Some of the cases have been close enough home to make the potential embezzler think, "There but for the grace of God, go I." Getting rich quickly through stock market speculation no longer seems easy. In addition to a better-than-average out-look from the loss standpoint is the fact that rates generally have risen on ac-count of bad experience in the last few

years.

The picture will be even further im-(CONTINUED ON LAST PAGE)

All Companies Frown on Chicago Bail Bond Bureau

REPLIES SO FAR NEGATIVE

Carriers Questioned by Secretary of Surety Underwriters Association of Chicago

None of the companies questioned as to their attitude toward participation in a Chicago bail bond bureau have expressed willingness to enter the project. S. P. Armstrong of Fred S. James & Co., who is secretary of the Surety Underwriters Association of Chicago, was assigned to question the companies. These are the companies which have replied so far, all in the negative: United replied so far, all in the negative: United States Fidelity & Guaranty, Massachusetts Bonding, Fidelity & Deposit, Maryland Casualty, Globe Indemnity, United States Casualty, Employers group, Union Indemnity and Fireman's Fund Indemnity.

The idea of a bail bond bureau in Chicago was submitted to the suretymen of Chicago by E. A. Collins, formerly of the Grand Central Surety, who enlisted the support of a number of

enlisted the support of a number of peace officers in Cook county.

The judges of the criminal court of Cook county have amended their official rules to allow surety companies to act as bondsmen in the courts.

SOME COMPANIES UNDECIDED

NEW YORK, March 4.-Some eastern surety executives are still undecided as to the wisdom of engaging in the bail bond business in Chicago, and before reaching a decision may send a representation of the control of th sentative to Chicago to study the situa-

Granting of bail bonds is not a form of business that appeals to executives, in that it compels dealing with criminals and unless handled with extreme care

and unless handled with extreme care is likely to bring the companies into public disrepute.

When the bail bond situation here became scandalous Superintendent Conway asked the companies to enter the field as a matter of public service. He was joined by a number of prominent magistrates, all anxious to abolish the grafting and gouging by professional bondsmen and their unsavory coworkers.

Prompted by Public Duty

Wholly from a sense of public duty a number of the strong companies joined in the formation of the New York Joint Bail Bonding Agency here early in 1930 contributing an operating expense fund of \$20,000 and appointing as manager R. M. Nugent, formerly a vice-president of the National Surety. Rules strictly of the National Surety. Rules strictly governing line and class acceptances were adopted. The member company were adopted. The member company issuing the primary bond reinsures with its associates in accord with agreed its associates in accord with agreed percentages ranging from 15 percent downward for each individual office. In the nearly 12 months in which the association has been in existence it has become self-sustaining. The Towner Rating Bureau named a rate of 2 percent on bail bonds, which is 1 percent below the statutory allowance. In earlier days individual bondsmen had charged up to 5 percent, getting "all the traffic could bear". It is not held proper to up to 5 percent, getting "all the traffic could bear." It is not held proper to

More Autonomy for Chicago Branch Is Asked of Beha

GIVE OUICKER SERVICE

Authority to Make Equity and "A" Ratings for Compensation, Auto Fleets Wanted

The Chicago general agents and branch managers, who are interested in acquiring a greater degree of autonomy for the Chicago branch office of the Na-tional Bureau of Casualty & Surety Underwriters, are preparing to bring the issue to the front with National Bureau executives and with home offices of member companies.

Those interested in increasing the authority of the Chicago office, complain that the operations of that branch, at present, are so surrounded with restrictions, that it is impossible to get the service from the branch which the management of that office is fully equipped to give if proper authority existed.

Three Duties Wanted

There are three major responsibilities, which Chicago men believe it is highly important for the Chicago office to assume. The branch should be permitted to give what is known as "A" ratings for workmen's compensation and liability risks. Furthermore the branch should be permitted to give equity rating, instead of having these ratings go through the circuitous channel of company home office, National Bureau head office and back to the Chicago bureau. Again, it is argued that the Chicago branch should be allowed to give ratings for automobile fleets covering Illinois alone or covering those interstate fleets whose principal offices are in Illinois.

If these responsibilities were granted to the Chicago office, it is believed that other authority would gradually be given to that branch, perhaps extending its jurisdiction over other lines than compensation, liability and automobile.

(CONTINUED ON LAST PAGE)

write bonds of holdup men or similar characters, but no good reasons exist why persons accused of minor crimes should not be bonded and so gain their liberty pending trial, for often accused individuals are guiltless.

Character of Manager

Should it be later decided to undertake the writing of bail bonds in Chi-cago, the thought is that the bureau in that city should be supervised directly by a man of mature experience in the line, and above all of unimpeachable integrity, for the temptations of the office are many and would likely prove irres-istible to other than a person of proven

honesty.

Should the call for bail bonds in other sections of the country reach propor-tions as to warrant the formation of a national agency for handling the line, its formation would likely be considered. Thus far, however, no such demand has arisen except in this city and in Chi-cago and the proposition here has not progressed to a point where managing underwriters enthuse over the business. They still regard their undertaking it as a contribution to the public welfare.

Beha Addresses **Jersey Meeting**

Stresses Stabilizing Influence of National Casualty Bureau at Trenton Session

LOCAL AGENTS GATHER

Aspects of Workmen's Compensation and Automobile Accident Situation Discussed by Speakers

Insurance men who attended the semiannual meeting of the New Jersey Association of Underwriters in Trenton, N. J., Feb. 27, heard some aspects of the casualty business discussed by J. A. Beha, general manager National Bureau of Casualty & Surety Underwriters; A. R. Lawrence, chairman Compensation Rating & Inspection Bureau, New Jersey, and H. G. Hoffman, state motor vehicle commissioner.

Mr. Lawrence had little comfort to offer local agents in regard to work-men's compensation. He said that de-spite the falling off in payrolls through industrial curtailment in New Jersey, the loss trend was steadily upward, and the loss trend was steamly upward, and though rates throughout the state were advanced a year ago, a further increase would probably take place within the next few months.

Legislation Is Discussed

He mentioned several bills pending before the legislature, the enactment of which should clarify certain confusing conditions in the standard policy, and would enable underwriters to handle lines with greater certainty.

Commissioner Hoffman elicited applause with the declaration that he is flatly opposed to compulsory automo-

flatly opposed to compulsory automoflatity opposed to compulsory automobile liability insurance. He said that such measures would not decrease the number of road accidents, but would have the opposite effect through the fact that motorists, relieved of personal financial responsibility, would be inclined to take greater chances in driving

Bureau a Stabilizing Fore

The National bureau is a stabilizing force in the casualty business, Mr. Beha said. While membership is limited, company members wrote over 70 percent of the total premiums, and supplied a basis for rate making by all types of carriers; whether their figures were followed in toto or not. The bureau, moreover, promulgates rules for writing the different risk classifications, which serve as models for non-member which serve as models for non-member

In a business so complex as work-In a business so complex as work-men's compensation, he said, adequate rates must be obtained and the business written soundly. He urged agents to give careful attention to the type of companies they represent. Insufficient rates inevitably lead to finproper adjust-ments, and this practice, he said, reacts against responsible companies and their representatives.

Suit in McFadden Case to Restrain Policy Collection

16 COMPANIES HAVE \$1,019,250

Lloyds Casualty Charges Misrepresentations in Application for \$25,000 in That Company

PHILADELPHIA, March 4.—The Lloyds Casualty has brought suit in the federal court here to restrain collection of the \$25,000 accident policy of G. H. McFadden in that company. Mr. McFadden, a wealthy cotton broker, was found dead in his bathtub the early part of January. It was at first reported that death was due to heart trouble. However, the following day the coroner held an autopsy and declared that the death had been accidental and had been due to electric shock from a had been due to electric shock from a vibrating machine he had been using at the time of his death. His \$1,100,000 of life insurance was paid without question, as there were no double indemnity provisions. There were 16 accident companies on the risk with a total of \$1,019, 250 accident insurance.

Had Second Autopsy

All of the companies on the case had agreed to act jointly and to accept the decision of a committee of three and to have one investigator, J. H. O'Rourke. The committee only learned of the Lloyds Casualty suit in the newspapers. The day following the filing of the suit a special meeting of the committee was called, but one member was sick and no action was taken,

Before Mr. McFadden's funeral the companies, in view of the large amount of accident insurance and the question of accidental death, requested permission to perform an autopsy. The report differed from that of the coroner's port differed from that of the coroller's autopsy. The second one was conducted by Drs. Scamm, of Trenton, Delk and Robertson, Philadelphia, and Sheehan, New York, for the companies, and Drs. Wadsworth, Norris and Stengel, for the

Misstatements Are Charged

In its suit the Lloyds Casualty charged that McFadden had obtained the \$25,000 accident policy a year ago through "constructive fraud." The company declared that in obtaining the policy, McFadden stated that the only medical treatment he had received in the preceding five years was for "minor illness and removal of tonsils" and that he had not been rejected by an insur-ance company in the same period. The company charges that these statements were false and claims to have evidence were false and claims to have evidence that he suffered a heart condition so serious he applied at Johns Hopkins hospital for treatment in 1925 and that he went to Vichy, France, in 1928, for treatment for an acid condition. It is charged that in the same period Mc-Fadden was rejected by the Hartford Accident twice and also by the Travelers, Missouri State Life and Sun Life of Canada, and that he applied to the Equitable of New York for \$500,000 but that that company declined to give him a policy larger than \$50,000. policy larger than \$50,000.

It is not known just what action the other accident companies will take. The other accident companies will take. The members of the committee together with Mr. O'Rourke declined to make any statement except to say that "the regular investigation is being made."

Oklahoma Compensation Rates

A new schedule of reduced compensation insurance rates for state highway employes was submitted to the Okla-homa highway commission, following hearings before the state insurance hearings before the state insurance board. A. R. Losh, highway engineer, who appeared at the hearings, said re-ductions were warranted because of lessening of risks and work hazards.

Plate Glass Merger Action Awaits Companies' Replies

NEW YORK, March 4.—Whether the proposed merger of the Plate Glass Insurance Exchange and the Survey Bureau is to be effected will depend on the nature of the replies to the circular letter addressed by E. Lewis, United States Fidelity & Guaranty, chairman of the supervisory committee, to all plate glass companies operating here, seeking support of the movement. The scheme had been approved in principle by a large majority of the offices at a meeting some weeks ago, and was further endorsed at a meeting of company executives Feb. 18, when it was agreed that Mr. Lewis seek definite com-mitments to the program.

That pledges will be received from l companies is not considered probable, all companies is not considered probable, and failure to receive them will not prejudice the launching of the movement, assuming of course that the objectors prove to be institutions transacting but a limited volume of business. Anticipating the success of the movement, it was directed that applications for the post of manager be addressed to Mr. Lewis. After conferring with his two associates on the sub-committee, he will make recommendation to the full his two associates on the sub-committee, he will make recommendation to the full supervisory committee, which has the power to appoint. Already a number have indicated their desire to be considered as candidates, and presumably still others will "raise lightning rods" should the formation of the enlarged bytens over severed. bureau seem assured.

Michigan Ganders in Silver Party

(CONTINUED FROM PAGE 4)

North British & Mercantile, the wives North British & Mercantile, the wives of both of these men being seriously ill. In his report, Mr. Benallack mentioned that he had not missed a single annual meeting of the Michigan pond since its inception. He pointed out that three members of the Michigan pond have served as most loyal grand ganders, one of them being Mr. Benallack. John Hanson, manager of the Michigan branch of the Western Adjustment branch of the Western Adjustment Company, another past most loyal grand gander, was also at the silver anni-versary gathering and inducted the new officers.

Mr. Benallack also mentoned that he and A. F. Powrie, western manager Fire Association, are the only two survivors among the original officers of the Michigan pond.

There was some discussion of the Blue Goose life insurance plan and at the banquet Sherman C. Kattell, actuary of the Lincoln National Life, the Blue of the Lincoln National Life, the Blue Goose carrier, clarified some of the points in the coverage, which had been confused. Of the 348 members of the Michigan pond, 140 are insured and Mr. Hanson, who is chairman of the life insurance committee, made a strenuous plea for the insurance.

One of the most interesting features of the silver anniversary party was the presence of James V. Barry, fourth vicepresident of the Metropolitan Life, acted as toastmaster this year as he did at the first annual meeting 25 years ago. Mr. Barry delighted his audience with rapid fire of amusing anecdotes and

Commissioner Livingston of Michigan was in attendance and spoke briefly at the banquet. Horace B. Corell, deputy the banquet. Horace B. Corell, deputy commissioner, was also in attendance. R. E. Vernor of the Western Actuarial Bureau in Chicago was among those present from out of town. Mr. Vernor is a member of the Michigan pond and is deputy most loyal grand gander at large.

large.

In closing, we would be remiss if we did not mention that P. J. Moriarity, head of the Detroit metropolitan department of the North British & Mercantile, was honored by the members singing, "My Wild Irish Rose."

New Orleans Program of Ad Conference Announced

LEIPER GENERAL CHAIRMAN

Southern Regional Meeting April 30-May 2 to Draw Fine Aggregation of Speaking Talent

NEW YORK, March 4.—Men of national prominence will speak and lead roundtable discussions on all phases of insurance advertising at the southern re-

insurance advertising at the southern regional meeting of the Insurance Advertising Conference to be held at New
Orleans April 30-May 2, inclusive.
Among the speakers are Prof. C. W.
Pipkin, Louisiana State University; A.
E. Babbitt, Lamar Life; Wallace
Rogers, Gale & Pietsch advertising
agency; R. B. Cousins, Jr., president
San Jacinto Life; Lorry Jacobs, Southland Life, vice-president of the conferland Life, vice-president of the confer-

Round Table Leaders

Leaders of the roundtable discussions Leaders of the roundtable discussions will include T. J. Hammer, Protective Life; W. L. Rawlings, Columbian Mutual; R. B. Mage, Lamar Life; S. M. Gamble, Volunteer State Life; C. S. Smith, National Life & Accident; C. C. Fleming, Life of Virginia; Raleigh Crumbliss, Provident Life & Accident; S. M. Saufley, Inter-Southern, Life. S. M. Saufley, Inter-Southern Life; H. G. Mitchell Jefferson Standard Life, and J. C. Small, Continental Life. Bart Leiper, advertising manager

Pilot Life, is general chairman. Local arangements in New Orleans are in charge of W. B. Wisdom, Union Indemnity, and John Murphy, Pan American Life. Headquarters will be in the Roosevelt Hotel.

Commission Case Viewed by Lawry

(CONTINUED FROM PAGE 4)

fire insurance companies, associations, boards and rating bureaus. There is an poards and rating bureaus. There is an increasing tendency toward national control of insurance through formation of company organizations of country-wide scope, he said. In the proposal for national control of rates and rules recommended to the companies last summer by the executive companies of the mer by the executive committee of the National Association of Insurance Agents, Mr. Lawry sees no reason why local self government of regional associations and board should be interfered

Suggests Permanent Committee

Mr. Lawry suggested that a fertile field might be found in the appointment by every rating organization of a permanent committee on unprofitable classes with the object of increasing rates, cutting off term privilege, modifyrates, cutting off term privilege, modifying coinsurance credit, adopting a three-fourths value clause or deductible clauses, or such other procedure as might be necessary to make these classes pay their own way. He said that by continuing to write certain classes with an excessive loss ratio year after year companies lay themselves open to charges of unfair discrimination. Such a committee might consider collateral subjects, such as cigaret losses, the feasibility of writing household furniture on the deductible plan. He said it might be found that deductible could be applied to other risks, and he feels the might be found that deductible count be applied to other risks, and he feels that the time will come when most insurance will be on the deductible plan and companies will be relieved from the bother and expense of myriads of trifling

He said even though 1931 may not be a great deal better than 1930, he believes there should be some gain and that all business can look forward to steady progress from now on with more nor-mal competitive conditions and a saner general conduct of the business.

Late News from the Casualty Field

Standard Form Bills Up

Bills providing for standard forms for Bills providing for standard forms for accident and health policies made their appearance in Minnesota and Wisconsin. The Minnesota bill, it is reported, does not have the approval of the insurance department and is not expected to get very far. The Wisconsin bill is understood to be aimed primarily at the elimination of newspaper policies and other

ination of newspaper policies and other similar limited policy forms.

A bill to make all accident and health policies non-cancellable, similar to the one which caused a hot fight at the last session of the South Carolina legislature. ture, has been introduced in that state.

North America in Newark

The Indemnity of North America has opened a Newark branch office at 38 Clinton street under W. A. Barnett, who for several years has been connected with the New York office of the company. Assistant manager is Donald M. Doughty, also, of the New York M. Doughty, also of the New York office.

The branch takes the place of the

general agency which the company had in the office of the J. M. Byrne Company until Jan. 1, when that firm resigned as general agent.

American Liability & Surety Moves

The American Liability & Surety has moved from the Temple Bar Building in Cincinnati to the fourth floor of the Duttenhofer Building and has doubled its floor space. The space will be doubled again shortly to take care of the business of the newly organized Western & Southern Fire.

Inter-Ocean Names Harperink

The Inter-Ocean Casualty announces the appointment of George Harperink of Cincinnati as supervisor of agents in Illinois. Mr. Harperink will have his headquarters in Joliet. Another recent appointment of the Inter-Ocean Casualty is the Travis, Buckman & Ulmer Agency in Jacksonville, Fla.

H. S. Johnson Honored

H. S. Johnson, advisory manager of casualty lines in the New York office of the Travelers, was honored with a testimonial dinner by more than 100 members of the New York office March 4 on completing 50 years' service with the company. Mr. Johnson traced the history of the New York office from the time he was one of its five employes up to its present development, occupying time he was one of its five employes up to its present development, occupying an entire building. John McGinley, manager casualty lines, was toastmaster. At the head table were only employes who had been with the New York office 25 years or longer. Mr. Johnson was given a handsome ship's clock. He is known as a yachtsman, as well as being interested in oil painting, amateur acting and carpentry. Mr. Johnson's office prior to the testimonial dinner was decked with flowers from friends in the office and he received many letters from decked with flowers from friends in the office and he received many letters from friends. He has been in the atmosphere of the Travelers ever since he can remember, his father, R. M. Johnson, having been New York manager for many years and one of the company's first employes at the home office. Mr. Johnson's birth almost coincided with that of the Travelers as he was horn in that of the Travelers, as he was born in April, 1863, a month before the company was chartered. Mr. and Mrs. Johnson will be honor guests of the company at the Palm Beach convention which opens

Certificates of authority to do business in Texas and Michigan have been granted the Fireman's Fund Indemnity. Applica-tions for entry into Pennsylvania, Geor-gia, South Carolina and Iowa are now pending.

Carl

March

MORT

Repres Mis

Pres ternati with h in con for his various ternati repure Casual acquis panies crashe W. the Fe issued later j ualty,

Darby which insura co-def which have Rec Casua Corpo

contai

tached the C

into s tered Super in ap morte them Day most down

Th of th has his h temp quire gage: cessf

BO the been tial direc

mon

"The force New cont iden

bile

Carl M. Hansen in Chicago Consulting in Day Crash

MORTGAGE QUIZ IS STARTED

Representatives Sent to Southeastern Missouri by Receivers to Investigate the Farm Properties

President Carl M. Hansen of the International Reinsurance is consulting with his attorneys in Chicago this week with his attorneys in Chicago this week in connection with the problem created for his company by the failure of the various Darby Day enterprises. The International Reinsurance together with the Federal Surety had guaranteed the the rederal Surety had guaranteed the repurchase value of Chicago Fidelity & Casualty stock which was used in the acquisition of the Automobile Underwriters of Dallas, both of which companies to the companies of the companies o were in the Day fleet when it panies crashed.

L. Taylor, who was president of W W. L. Taylor, who was president of the Federal Surety when that company issued the guarantee bonds, and who later joined the Chicago Fidelity & Cas-ualty, has filed his answer to the charges contained in the bill of complaint, at-tached to the petition for a receiver for the Chicago Fidelity & Casualty and Darby Day Investment Corporation, which was filed by the International Reinsurance and Federal Surety. J. B. McCutchan, who was also named as a co-defendant, as well as the Chicago Fidelity & Casualty and Darby Day Investment Corporation, have 20 days in which to file an answer. Summonses have not yet been served on Darby Day, himself, or on W. P. Anderson of Cape Girardeau, Mo.

Investigate Mortgages

Receivers for the Chicago Fidelity & Casualty and the Darby Day Investment Corporation are sending representatives into southeastern Missouri to investigate the various mortgages, which are scatthe various mortgages, which are scat-tered through the portfolios of the vari-ous defunct Darby Day enterprises. Superior Judge Lindsay of Cook county in appointing receivers, urged that a thorough investigation be made of these mortgages, with the idea of attaching responsibility to someone for circulating them and landing them; in the Darby them and landing them in the Darby Day company. The abstracts of title of most of them have not been brought down to date.

Thomas L. Lawrence, vice-president

Thomas L. Lawrence, vice-president of the International Reinsurance, who has been in Chicago representing the interest of his company, is confined to his hotel room because of illness.

The statement has been printed that the International Reinsurance is contemplating filing of a test suit to require stockholders of the Chicago F. & C. to put up cash instead of the mortgages. If this reported move is sucgages. If this reported move is suc-cessful, the International, as a creditor, might realize enough to take care of its liability.

Pay First Dividend

BOSTON, March 4.—Receivers for the Car Owners Mutual Liability have been authorized to pay a first and par-tial dividend of 50 percent on claims, which amounts to \$425,590. The court directed the receivers not to proceed in assessing policyholders for sufficient money to cover all claims.

Issue New House Organs

Two sprightly new house organs are "The American" and "Timely Topics," issued for the information of the agency forces of the American Surety and New York Casualty respectively. The contents of the two publications are identical. Among the subjects dealt with in the initial number are automobile insurance, the outlook for construction bonds and the opportunities now tion bonds and the opportunities now afforded agents for securing fidelity and surety business.

State Legislators Busy Considering Measures

State legislatures were busy last week in considering and introducing new insurance legislation. In Michigan a new automobile financial responsibility measure patterned after but less complicated than the American Automobile Association model bill, was introduced. Hearings were continued in Wisconsin on the proposal to submit the compulsory automobile insurance measure to a ref-erendum in the April election. In Massachusetts F. A. Goodwin's bill providfor a competitive state automobile liability company was considered at a hearing. In Ohio the safety responsi-bility bill was killed by the house insurance committee.

A measure has been introduced in Michigan to permit the launching of action against insurance companies in justice courts. In Indiana a new bill would make insurance companies co-defendants with assureds in liability suits.

Two New York Bills

Two bills have been introduced in the New York assembly to extend the covunder the additional interest of automobile liability policies, As prescribed in section 109 of the New York insurance law. One bill would add to the present wording of the clause, damages for "personal injuries" and damages for "loss of services."

This prospective legislation is interesting in view of the fact that the New York court of appeals recently construed it and found that there is no warrant for the conclusion that section 100 meters. for the conclusion that section 109 must be deemed by operation of law to in-clude a provision insuring the owner against liability for death or injuries to person or property, without limitation

or qualification.

The United States Senate has passed a resolution providing for a thorough investigation of unemployment insur-Three senators were appointed on ance. Three senators were appointed on a committee and \$10,000 was appro-priated for expenses. They are to re-port by Dec. 7 and are to include rec-ommendations for necessary legislation. A bill has been introduced in the New

York senate creating a temporary state commission to consider unemployment insurance and appropriating \$50,000 to investigate the most practical and efficient methods of providing security against unemployment. An unemployment bill introduced in Maryland quiring manufacturers to pay at least 50 percent of the average weekly wage during the time employes are laid off killed.

A committee of the Ohio legislature is now investigating certain activities in connection with the workmen's compen-"ambulance chasing" and prevent fee splitting by those practices before the commission.

Driving Without Sleep Negligence

LANSING, MICH., March 4.-An operator of a motor vehicle who suc-cumbs to sleep while at the wheel, as

cumbs to sleep while at the wheel, as a result of voluntarily depriving himself of normal slumber, is guilty of negligence, the Michigan supreme court holds in State vs. Maurice Robinson.

Robinson was found guilty in circuit court of negligent homicide when a companion in his car was killed in an accident caused when Robinson fell asleep and allowed the machine to veer to the wrong side of the road. The circuit court finding is upheld. The testing the state of the testing the state of the road. to the wrong side of the road. The circuit court finding is upheld. The testimony showed that Robinson and the fatality victim had attended a dancing party the previous night and had had no sleep up until the time of the accident the following afternoon.

Hoar With Royal

Verne Hoar, assistant Detroit manager Metropolitan Casualty, has resigned to become Michigan field man for the Royal Indemnity.

Wisconsin Depository Bond Difficulties Are Ironed Out

WILL BE WRITTEN BY POOL

Proposal to Put State Into Bonding Business Dropped as Result of Milwaukee Conference

NEW YORK, March 4.-Surety company officials representing the principal bonding companies in the east met in Milwaukee last week with Milwaukee surety men and the Wisconsin banking and insurance commissioners, at which time an understanding was reached as a result of which the state will not en-gage in the bonding business and the surety companies, through a pool arrangement, will provide depository surery companies, intoggia a post rangement, will provide depository bonds on banks holding state funds. No details regarding the agreement have been made public.

Bond Renewals Refused

Surety men in Wisconsin were aroused over the possibility of the state going into the bonding business. Be-cause of the unfavorable experience country wide, on depository bonds, more than 60 surety companies had refused to renew their bonds on Wisconsin banks in which state money had been deposited. Wisconsin surety men, however, had pointed out that the ex-perience in Wisconsin had not been unfavorable but until last week their arguments had been unavailing.

Differences Ironed Out

At the recent conference, various differences of opinion were ironed out, with the result that many of the surety companies, through a pool agreement, will now issue bonds. This action eliminates the possibility of a bill being introduced in the present legislature which would in the present legislature which would put the state into the bonding business. When the working arrangements for the association or pool have been made, a committee of surety men will report back to the state officials, who will in this way be made familiar with the exact manner in which the plan is to

Hooper-Holmes New Office

Well Known Inspection Bureau of Nationwide Reputation Moves Into Much Larger Quarters

The well-known Hooper-Holmes Bu-reau of New York City which has a na-tion-wide inspection service, has moved its general headquarters to 102 Maiden ts general neadquarters to 102 Maiden Lane. For 18 years, the Hooper-Holmes Bureau was at 80 Maiden Lane, but owing to its expanded business, more space was demanded and hence the change in building. The bureau takes all the tenth floor and part of the

ninth floor in its new building.

The Hooper-Holmes Bureau is devoted to compiling moral hazard inspection reports for insurance, credit, com-mercial and employment purposes, and

also issues claim reports.

Bayard P. Holmes, one of the founders of the bureau, is chairman of the board. John J. King is president; E. M. Stiles, executive vice-president; Edward King, secretary and treasurer; E. P. O'Hanlon and C. P. Bryant, vice-presidents, and Miss E. C. Pond. executive secretary. These are people well known in this special line and have a section with resolution. nation-wide reputation. The bureau has branch offices in all the important cities throughout the country.

Hodges with Continental Casualty

Harold A. Hodges has resigned as general attorney for the Federal Surety to join the claim department of the Continental Casualty in Chicago. Mr. Hodges had been with the Federal Surety for six and a half years. Federal

Bureau Favors Simplifying of Accident Policy Forms

STUDY OF QUESTION PLANNED

George Goodman, Connecticut General Life Reelected Chairman at Annual Meeting in New York

NEW YORK, March 4.-The annual meeting of the Bureau of Personal Acci-dent & Health in New York last week was very well attended and a fine spirit of cooperation was evidenced in an effort to solve the problems with which accident and health insurance are faced. It is felt that real progress along those lines was made. The bureau comprises lines was made. The bureau comprises 61 companies writing a large part of the commercial accident and health insur-

In the discussions on committee reports, it was emphasized that for many years the companies have been paying increasingly huge sums of money due to many factors—particularly to the growing use of automobiles. In that connection, it was pointed out that, generally speaking, there has been no increase in the cost of accident insurance to the public in a great many years. In fact, public in a great many years. In fact, the companies today are giving (not-withstanding the increased death cost due to the automobile hazard) more coverage per premium dollar than they did years ago.

Seek Simplification of Forms

It was the consensus that a better appreciation, on the part of the public, of the advantages of such insurance might be secured through the simplification of policy forms and more uniform practices and, it is the intention of the bureau to have special committees undertake study of this phase of the situation with the purpose in view of extending the general sales of this class of insurance.

Committee reports submitted and discussed were: Advisory committee, W. C. Potter, Preferred Accident; underwrit-ing, D. St. C. Moorhead, United States Casualty; governing, George Goodwin, Connecticut General Life; statistics, E. S. Fallow, Travelers; standard manual and uniform classification of risks, Logan Bidle, Aetna Life; aviation cov-erage, F. B. Wilde, Connecticut General Life; legal, William Brosmith, Travel-

George Goodwin, assistant secretary accident department. Connecticut General Life, was reelected chairman of the governing committee and the following companies (in addition to the chairman) as members of that committee: United as members of that committee: United States Casualty, Travelers, Continental Casualty, United States Fidelity & Guaranty, Aetna Life, Maryland Cas-ualty, Standard Accident, Massachusetts Bonding, Ocean Accident and Commer-cial Casualty. F. Robertson Jones was reelected secretary-treasurer.

Moore Made Vice-President of Ramey General Agency

Geo. C. Moore has been elected to the vice-presidency of the G. L. Ramey Agency, Inc., Indianapolis, in charge of Agency, Inc., Agency, file, filting analysis, filting casualty and surety business. Mr. Moore is an acquisition to the Ramey organization due to his long and satisfactory experience, specializing in casualty and surety lines, and will be in charge of these classes of business for both Indiana and Ohio. Mr. Moore will be in a position to give excellent service to his present agents as well as those of the Ramey agency. Mr. Ramey and Mr. Moore spent last weel. York completing arrangement for the connection.

L. S. Hanchek Resigns

L. S. Hanchek, manager of the cassualty department of the Ohio Casualty Chicago branch office, has resigned.

Marc



CHANGES IN CASUALTY FIELD

Philadelphia Office Opened | Lloyds Casualty Chicago Plan

A. J. Grainger Made Manager for Public Indemnity There-Kreps in Charge of Metropolitan New York Office

The Public Indemnity has been licensed in Pennsylvania and has opened a branch office at 216 South Fifth street, Philadelphia, with A. J. Grainger as

manager.

Mr. Grainger was trained in the Travelers school and was with that company for many years, subsequently becoming Pennsylvania special agent and later manager of the Philadelphia branch office of the Independence Indemnity. The territory served by the Philadelphia office will be eastern Pennsylvania, Delaware and southern New Jersey. R. D. Mulhall has been transferred from the home office to Philamanager Jersey. R. D. Mulhall has been trans-ferred from the home office to Phila-

delphia as agency supervisor.

A New York City metropolitan office of the Public Indemnity has been opened at 26 Platt street, under the management of Max A. Kreps, vice-president. Mr. Kreps was formerly vice-president and general manager of the Hudson Casualty and has been in the insurance business for more than 20 years.

years.

The staff of the Hudson Casualty in New York has been transferred to the new Public office and the Hudson office closed. John E. Hogan will be in charge of the counter and W. C. Krumray has been transferred from the home office to act as agency supervisor. C. E. office to act as agency supervisor. C. E. Stade, assistant vice-president, who has been with the company since its organization, is in charge of the claims in New York.

The metropolitan office will cover Greater New York and the state as far north as Poughkeepsie and also Hudson and Bergen counties, N. J. It will have complete facilities and countrywide hinding authority.

The Public has also been qualified in New Hampshire, making 32 states in which it is now entered.

Broaden Chicago Supervision

Place Indiana and Minnesota Branches Under Douglass and Hogle-Scheidker State Manager

The Indiana and Minnesota branch offices of the Union Indemnity and the New York Indemnity have been placed under the supervision of the Chicago of-fice, which has recently enlarged its fa-cilities under the management of H. N. Douglass and J. M. Hogle. Complete home office authority is vested in the Chicago office and it now ranks equally with the New York, New Orleans and San Francisco offices of the Insurance

San Francisco offices of the Insurance Securities group.

C. E. Scheidker, formerly in charge of the Indiana branch, will become Indiana state manager with headquarters at 828 Circle Tower building, Indianapolis. This office will provide adjusting interior of the control of t ing, engineering and inspection service.

Hugh T. Millard with Ohio Casualty; Resigns Federal

Hugh T. Millard, who has resigned Hugh T. Millard, who has resigned as resident vice-president in Chicago for the Federal Surety, has taken a position with the Ohio Casualty. Mr. Millard started with the Federal Surety in 1923 and for four years was in charge of the company's fidelity and surety department at the home office. Then, he entered the field for the Century Indemnity operating from Philadelphia and Chicago. In 1929 he returned to the Federal Surety and opened its Chicago office. its Chicago office.

L. C. Schofield to Be Departmental Manager of Group, Including Federal Surety, Detroit F. & S.

L. C. Schofield, executive special agent for Lloyds Casualty, according to present plans, is to open a departmental office for the company and its affiliates in Chicago, covering a number of middle western states. Mr. Schofield was at one time assistant superintendent of the accident and health department of the Standard Accident at its home office and was later manager of the company's acwas later manager of the company's ac-cident and health department in Chicago.

Mr. Schofield will probably have jurisdiction over the Federal Surety, Detroit Fidelity & Surety, Cosmopolitan Fire and Standard Federal Fire as well

Fire and Standard Federal Fire as well as the Lloyds Casualty.

At present the Federal Surety and the Detroit Fidelity & Surety occupy separate quarters in the Insurance Exchange building, Chicago. These offices will probably be combined. Hugh T. Millard has just resigned as Chicago manager for the Federal Surety. J. W. Magnuson is manager for the Detroit F. & S. Lloyds Casualty does not have a branch manager in that city. Its claim manager is quartered in the office of the Federal Surety. Federal Surety.

Hardy Takes Rochester Post

Alfred Hardy has been appointed superintendent of the claim department of the Metropolitan Casualty at the Rochester, N. Y., branch office, succeeding F. I. Patterson, who is transferred to the Springfield, Mass., office. Mr. Hardy started as an adjuster with the Actna Casualty in 1917 and after several years with that company became claim manager for the Royal Indemnity for Connecticut. More recently he has been at the home office of the Metropolitan. ropolitan.

Griffith Goes to Indianapolis

D. C. Griffith, who has been in charge of St. Louis for the National Surety, is transferred to Indianapolis as state manager. Mr. Griffith was formerly manager of the Standard Accident at Indianapolis.

Gibbons Opens Own Office

W. J. Gibbons, who has had 15 years' experience with casualty companies, has opened an office of his own in the Dierks building, Kansas City, Mo., and will represent the Maryland Casualty, specializing on bonds. Mr. Gibbons started as a boy in the claim department of the Zurich in Chicago under George H. Moloney, now with the Hartford Accident in that city, and ended as manager of the Equitable.

Roache, Johnson Change

W. J. Roache, Travelers Detroit casualty and surety field assistant, has been transferred to Philadelphia branch. He is succeeded by C. B. Johnson of the Boston branch. Mr. Johnson will act as field assistant for metropolitan Detroit.

Now Report Direct

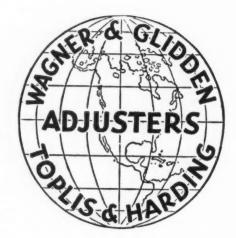
Brady, Judd & Company, Saginaw. Mich., Hartford Accident general agents, are now reporting their business direct to Hartford. They formerly reported through the Detroit branch. The Detroit branch continues to handle the territory around Saginaw.

Wilmer Succeeds Feldsmith

R. C. Feldsmith, Detroit manager Indemnity of North America, has resigned and will be succeeded by J. W. "Bert" Wilmer, former Detroit manager Met-

SERVICE UNEQUALED

ALL OVER THE WORLD



An organization of specialists in the handling of all claims, including-

AUTOMOBILE - AVIATION - USE & Occu-PANCY—FIRE—TORNADO—RENTAL — SPRIN-KLER LEAKAGE—FURS—JEWELRY—ALL RISK BURGLARY - LIVE STOCK - BLANKET BONDS -RADIUM-FINE ARTS.

CHICAGO - NEW YORK - PHILADELPHIA LOS ANGELES—SAN FRANCISCO MONTREAL—LONDON—MANCHESTER STRASBOURG-ANTWERP-GENOA ALEXANDRIA-CAIRO-SHANGHAI PARIS-MARSEILLES-NICE

Represented in every principal city in the world





THE AMERICAN LIABILITY AND SURETY COMPANY

CINCINNATI, OHIO C. F. WILLIAMS, Pres.

All Lines of Automobile Insurance Accident and Health Fidelity and Surety Bonds General Liability Plate Glass ** Burglary



POLICYHOLDER'S SURPLUS \$1,485,101.87

Address - - -

Wm. C. Safford, Vice Pres. & Gen. Mgr.

March

ropolitan Casualty. Mr. Wilmer was formerly with the Fidelity & Casualty's Michigan branch.

Miller Cincinnati Claim Manager

C. T. Miller, formerly in the claim department of the United States Fidelity & Guaranty in Cincinnati, has become Cincinnati claim manager for the General Accident. He will have his offices in the First National Bank building.

Casualty Changes Notes

Special Agent Edward F. Walsh of the United States Fidelity & Guaranty, who supervised Zone 4 in Syracuse, N. Y., branch office territory, has resigned.

G. H. Thaxton, formerly with the Federal Surety, with headquarters in Dallas, has been placed in charge of the bond and casualty department of Webb, Branshaw & Co., San Antonio, Tex.

J. J. Dunn, for many years with the New York insurance department, is now with the New Amsterdam Casualty gen-eral auditing division in the New York office.

lice.

The National Surety has promoted;
M. Ulatowski, former supervisor of the fraud department of its Buffalo office, superintendent of the western New ork fraud, crime and forgery departments.

Murder by Maniac Compensable

MADISON, WIS., March 4.—Compensation can be awarded for the act of an insane person which causes death or injury to an employe on the premises of the industry by which he is employed, according to a decision of the Dane county circuit court.

The decision confirmed an award for the death of an employe of the Mellen Lumber Company named Burman at a lumber camp near Mellen. A floater ar-rived at the camp one day seeking work and was allowed to remain a few days. In a fit of insanity he killed Burman with an axe.

Employers Mutual Liability is the carrier and expects to take the case to the supreme court.

WORKMEN'S COMPENSATION

Referee's Qualifications Told Airplane Death Compensable

Stanley L. Otis, Former New York Referee. Recites Characteristics Needed for Job

Stanley L. Otis, New York attorney and formerly a referee in the bureau of workmen's compensation in the New workmen's compensation in the New York department of labor, recently con-tributed an article to the New York "Law Journal," on "Referees in Work-men's Compensation." Mr. Otis be-lieves that the referees should have a thorough knowledge of the workmen's compensation law and be in full sym-compensation law and be in full sympathy with its aims and purposes, know the dates when the several amendments the dates when the several amendments became effective, and, if possible, the motives which caused the legislature to amend the law. He should be familiar with the interpretative court decisions and a general knowledge of the fundamental principles of the law and rules of evidence is desirable. He should be a man of mature indepent and should a man of mature judgment and should have a knowledge of the different proof manufacturers familiarity with the work of the different trades. Some knowledge of medicine and medical terms is necessary. He should have a judicial temperament and natural leaning toward work of that

Allard Does Good Work

BRIDGEPORT, CONN., March 4.-BRIDGEFORM,
The T. J. Pardy Construction Company
of this city was awarded the silver cup
offered by the Association of General
Contractors of America for having the
best accident record in New England.
The safety engineering department of
the American Surety, of which E. O.
Allard is manager, supervised the risk.

Theater Manager, Flying to Opening of New Air Field, Held to Be Engaged in Performance of Regular Duties

NEW ORLEANS, March 4.—The United States circuit court of appeals here has upheld the judgment given in federal court for the northern district of Texas to Mrs. Hazel Shytles of Fort Worth, whose husband was killed in an airplane accident. The Constitution Indemnity contested an award under the Texas compensation act, hold-

ing that Shytles, who was manager of the Majestic theater, Fort Worth, had taken undue and unnecessary risks flying from Fort Worth to San Angelo,

The court held that Shytles was in the performance of his regular duties in going to San Angelo to participate in the celebration of the opening of an airfield there. "A construction of the workmen's compensation law which airfield there. "A construction of the workmen's compensation law which would put a workman engaged in the business of his employer now within and now without the coverage of the policy according to the changing haz-ards of the particular tasks upon which he might from time to time be engaged, because of the differences in premium rates applicable to the different classes of work customarily engaged in, would be not unworkable but intolerable," the opinion said.

ACCIDENT AND HEALTH FIELD

Make Many Charges About Reorganization of Kentucky Central Life & Accident-Suit Ruled Out

LOUISVILLE, March 4.-The Kentucky commisioner has sole power to wind up affairs of domestic insurance companies, Federal Judge Dawson rules in dismissing suit of Elvy Whitesides, James Mills, Bettie Mills and others, policyholders of the Kentucky Central Life & Accident of Anchorage, Ky., charging mismanagement, misappropriation of funds, extravagance in operation and salaries and illegal reorganization of a mutual into a stock company, without consent of policyholders. The court holds that most of the acts complained of occurred in March, 1917.

only attempt to offer excuse

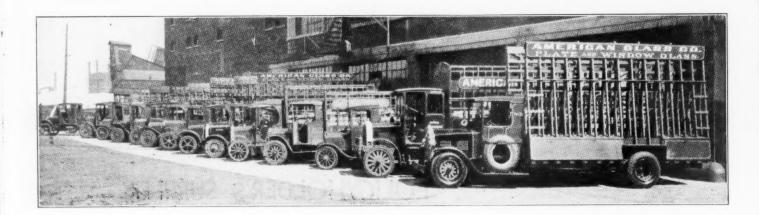
Policyholders File Action for the long delay in filing action is the statement that plaintiffs had no knowledge of the alleged acts, but it is apparent the plaintiffs undertook to say that they did not have knowledge of the proposed amendment of the charter and the reorganization in 1917.

The company is named defendant, along with F. J. Walker, president, and T. O. West, vice-president.

Cleveland Club Reorganized

Admitted to Membership in the National Managers Association-Knight **Elected President**

The newly reorganized Cleveland Accident & Health Insurance Club has been admitted to membership in the National Association of Accident & Health Managers Clubs. The club,



Never Failing -

The fleet of trucks shown and their crews especially adapted and capable of performing rapid and efficient service have never failed to provide prompt plate glass replacements.

Two hour service is not at all unusual with this company which is foremost in the Chicago plate glass replacement field.

Only unfailing plate glass replacements keep Plate Glass Insurance sold. Think of the better service offered by the American Glass Company when plate glass replacements are needed.

AMERICAN GLASS COMPANY

1030-42 N. BRANCH ST. CHICAGO, ILL.

Call Mohawk 1100

SOME MEN DON'T KNOW

BANKERS' BLANKET BONDS

BID BONDS

CONSTRUCTION BONDS

COURT BONDS

DEPOSITORY BONDS

FEDERAL BONDS

FIDELITY BONDS

LICENSE BONDS

MISCELLANEOUS BONDS

PROBATE BONDS

PUBLIC OFFICIAL BONDS



WE WRITE BONDS

×

RECENTLY an insurance man said to one of our special agents:

"I would like to represent a company like

THE EMPLOYERS'

only you don't write bonds . . . and my bonding business is quite large."

May we broadcast our correction of this false belief.

THE EMPLOYERS' GROUP

does write bonds, all kinds, in fact practically every kind of insurance except life.

Agency connections are always open to bonding specialists.

Write to our General Agent, Branch Manager, or to the Agent's Department, Boston, Massachusetts.

THE EMPLOYERS' GROUP

Practically every kind of Insurance except Life Insurance, including Fidelity and Surety Bonds

AMERICAN EMPLOYERS' INSURANCE COMPANY
THE EMPLOYERS' FIRE INSURANCE COMPANY
THE EMPLOYERS' LIABILITY ASSURANCE CORPORATION, LTD.

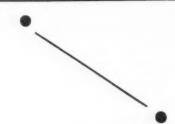
110 MILK STREET + + + BOSTON, MASSACHUSETTS

ILLINOIS

NATIONAL

CASUALTY

COMPANY



ROM the first course in geometry one remembers the formula that "a straight line is the shortest distance between two points."

The Insurance Agent has found out that the shorter the distance between where he is and the location of the Home Office of the company he represents the better the service will be.

The Home Office of the Illinois National Casualty is conven-iently located to handle the business of Illinois agents. The rapid service received from such an advantageous location makes it exceedingly worthwhile for Illinois agents to represent this Illinois company that specializes in full coverage automobile insurance.

T. H. REITER

ACCIDENT

540 N. Michigan Ave., Chicago

AUTOMOBILE **PUBLIC** BURGLARY HEALTH LIABILITY LIABILITY THEFT PLATE GLASS WORKMEN'S PROP. DAMAGE TEAMS

STEAM BOILER COMPENSATION COLLISION



known for years as the Cleveland Casualty Conference, in changing its name has adopted the standard constitution and affiliated with the national organi-

zation.
G. H. Knight was elected president of the Cleveland club at the meeting last week. W. E. Watt is vice-president, J. J. McKnight, secretary, and J. McMahon, treasurer. The directors are W. E. Watt, J. C. Green, H. H. Hoard, H. G. Kenniston and T. D. Russell. President Knight announced the following committee chairmen: Publicity, Robert Bowie; membership, W. M. Wilson; entertainment, H. O. Brinker; legislative, J. Hanna.

islative, J. Hanna.

Aetna Issues Auto Contract

Special Policy for Men and Women Has \$10 Premium Per Unit, Many Benefits

The Aetna is now issuing a special automobile accident policy with annual premium \$10 for both men and women, automobile accident policy with annual premium \$10 for both men and women, employed and unemployed. It pays \$5,-000 for loss of life, both eyes, both hands, both feet, hand and foot, hand or foot and eye; \$3,000 for arm or leg, \$2,500 hand or foot, \$1,500 sight of one eye and \$500 thumb and index finger. It pays for loss of time and medical expense at the rate of \$25 a week for not exceeding 26 weeks for total disability; \$12.50 a week for not more than four weeks under partial disability. Hospital and graduate nurse benefits are \$15 a week for not more than four weeks and non-disabling injuries \$10 for surgeon's fees. Identification indemnity is \$100. The policy covers for injuries received while operating, driving, demonstrating, adjusting, cranking or repairing a private passenger car; also while driving in a public or private automobile or if injured or killed in consequence of explosion or burning of an automobile, or being struck by one.

Redington Made Secretary

KANSAS CITY, MO., March 4.—
C. H. Redington, general agent for the North American Accident here, has been appointed temporary secretary of the Accident & Health Managers Club, to succeed W. E. Jackson. R. P. Hangar, Maryland Casualty, was appointed chairman of the membership committee, which is to launch a strong drive for new members immediately.

In a discusion of present day accident and health forms, which was an attempt to clarify existing accident and health lines, the club passed a resolution not to talk business depression.

Election at San Francisco

SFAN FRANCISCO, March 4 .-The following officers were elected at the annual meeting of the Accident & Health Managers Club of San Francisco at a meeting this week: Leland Stearns, at a meeting this week: Leland Stearns, Pacific Mutual, president; W. B. Burge, Ocean and Columbia, vice-president; George W. Kemper, Great American Indemnity, reelected secretary-treasurer. It was announced the club is now the largest organization of its kind with active membership of 51.

Handle Federal Surety Business

The direct accident and health business of the Federal Surety will be handled hereafter through the accident and health departments of the Lloyds Casualty and the Detroit Fidelity & Surety. Contracts of the Detroit Fidelity & Surety will be issued shortly. All of the accident and health underwriting will be done at the New York office of the Lloyds Casualty.

Form Philadelphia Alliance

The Philadelphia Health & Accident Insurance Company Alliance is an organization of the Philadelphia industrial health and accident companies which

holds regular meetings the first Wednesday of each month. J. G. Gilligan, president Superior Life Health & Accident, is president of this organization; H. L. Heffern, secretary Alta Life, vice-president, and W. B. Corey, secretary Provident Industrial Life Health & Accident, is secretary-treasurer. Nearly cident, is secretary-treasurer. Nearly all of the Philadelphia industrial com panies are members.

Barnes Philadelphia Manager

George S. Barnes has been made disrict manager for the Massachusetts Protective in Philadelphia, with head-quarters in the Philadelphia Trust building. Mr. Barnes formerly lived in Worcester, Mass.

Robinson Named Associate

W. J. Robinson becomes associate general agent in the recently established general agency of Cyrus Lund of the Pacific Mutual Life at Erie, Pa. Mr. Robinson heretofore has operated a general insurance agency at Erie.

Fidelity-Surety Activities

Foreign Haven Not So Good

National Surety's European Representa-tive Reports Many Arrests of American Embezzlers There

American embezzlers are finding Eu-

American embezzlers are finding Europe an unsafe hiding place, according to a report from Hugh Nettle, European representative of the National Surety, made public by President E. M. Allen. The company has caused the arrest of a number of Americans who sought refuge on the continent. One was Joe Schubert, who was charged with embezzling about \$84,000 from his employer, a New York stock exchange firm.

Lisaudro Restrepo was charged with embezzling \$20,000 a year ago from an American fruit company in the republic of Colombia, South America. He was located in France, as was Schubert. E. J. Whitney, manager of a building and loan association of Los Angeles, was picked up in Marseilles, France, after the National Surety had paid a large claim under his bond. Several other Americans who were sought as embezzlers have been arrested over there.

Oddly enough, Mr. Nettle reports, few bonded Europeans are embezzlers. Most of the fiduciary losses paid by the Paris office of the National Surety are

of the fiduciary losses paid by the Paris office of the National Surety are charged to "culpable negligence."

Bond Substitute Passed

LANSING, MICH., March 4.—Senator W. F. Turner's two measures to spare Michigan banks the necessity of obtaining depository bonds on public funds were passed by the senate. The bills provide that banks may, in

lieu of posting surety bonds, put up as collateral security on the public funds deposits, securities approved for savings bank investments of a value 10 percent in excess of the amount of funds on deposit

Opens Metropolitan Department

The Massachusetts Bonding has established in its home office a metro-politan bond department for Boston and

politan bond department for Boston and vicinity, fully equipped to give immediate service in connection with all bond matters in its territory.

Marshall L. Brown has been appointed manager. Until recently Mr. Brown was manager of the surety department of Bowes & Co., general agents of the Royal Indemnity in Chicago. He has had many years' experience in the business throughout the United States and Canada. ence in the business the United States and Canada.

Man

March

Brink The insura and the or

ness, Casua Mr. oppor elimin busin

busin

ance.

out ! at th mucl An said, mad insu marl sion

> erda ance kers

BURGLARY

Many Burglary Prospects

Brink of New Century Gives Valuable Pointers at Meeting of Chicago Underwriters Club

Thousands of prospects for burglary insurance can be found in rural towns, and the first harvesters in this field are

and the first harvesters in this field are the ones who will bring back the business, E. J. Brink of the New Century Casualty, Chicago, told the Burglary Underwriters Club in meeting Tuesday.

Mr. Brink also said there are fine opportunities for selling burglary insurance in the so-called "hot" districts of cities, as it is not true that all residents in such districts are criminals or bad moral hazards. He said his company has had good experience on small policies written in such districts with some eliminations, and has proved that this eliminations, and has proved that this business can be written at a profit.

Business Well Advertised

He said there is probably no other business that benefits more by indirect advertising than does burglary insur-ance, as newspapers are constantly printing stories of burglaries. He pointed out that when a house is robbed there are generally three or four other homes in the neighborhood which are entered at the same time and a systematic can-vass of such sections would develop much burglary business.

Another cover not pushed enough, he said, is safe burglary, which can be made a profitable line. He said burglary insurance is a business with a gigantic market and is not a luxury now but an absolute necessity. There is no section in Chicago or any other large city which is immune, and even the suburbs occa-sionally suffer heavy losses.

Suburbs Not Ignored

He illustrated with the case of a haberdasher in a Chicago suburb who persistently refused to buy burglary insur-ance from an agent and then had his entire spring line of goods stolen with a loss of about \$9,000, which nearly bankhim.

Mr. Brink said many agents and brokers consider that burglary insurance is a side line, but in fact it is a business with premiums totaling around \$40,000,-000 a year. He said the trouble is that most agents and brokers are not thoroughly informed on burglary insurance and should be trained.

Chicago Figures Given

He gave holdup figures in Chicago for the first two months this year, stating that Police Commissioner Alcock reports 1,590 holdups in this period as compared with 1,143 in the same period last year. He said it is inevitable that the less ratio will go up quite a hit. He the loss ratio will go up quite a bit. He pointed to a report of A. V. Mooney, secretary-treasurer of the club, which showed that the mercantile safe robbery loss ratio in 1929 was 30 percent as against 22 percent the previous year; messenger robbery 43 percent as com messenger robbery 43 percent as compared with 41 percent; paymaster robbery 49 percent compared with 38 percent; mercantile open stock 42 percent against 41 percent. Private residence dropped from 46 percent to 42 percent, personal holdups from 65 percent to 52 percent, bank robbery from 64 percent to 40 percent and office and store robbery from 85 percent to 56 percent.

J. W. McLean Resigns

The Standard Accident announces The Standard Accident announces the resignation of J. W. McLean, superintendent of its burglary department. The general management of burglary affairs is in the hands of R. H. Platts, assistant secretary, and E. R. Warnica, superintendent of the liability department.

CASUALTY ASSOCIATION NEWS

President Smith Addresses Michigan Field Club-Banker Predicts Upward Trend in Business

DETROIT, March 4. — There is a very definite need for unemployment insurance and the time is not far distant when some strong company or group of companies will write unemployment coverage, predicted H. H. Smith, president Central West Casualty, addressing a group of 70 members of the Casualty Surety Field Club of Michigan here last Friday night.

There are many difficulties in the way writing unemployment insurance, Mr. Smith, but added that in his opinion all of these difficulties will be removed when the actuaries get busy

on the problem. H. H. Gardn

Unemployment Cover Needed | We have now reached the stage in the evcle where we may look forward confidently to steadying influences affecting all types of business, with a conservative but positive improvement in the offing, he stated.

Legislators Do Not Know Real Purpose of Insurance

KANSAS CITY, MO., March 4.— The appalling lack of knowledge con-cerning the aim and purpose of an in-surance company on the part of legisla-tors and the public in general was given credit for much of the adverse legislacredit for much of the adverse legisla-tion those companies have faced and are facing, by W. M. Ames, vice-president Central West Casualty, at the meeting of the Casualty & Surety Underwriters' Association last Friday.

Mr. Ames suggested that insurance men cultivate members of the legisla-

H. H. Gardner, executive vice-president Highland Park Trust Company, ture as friends in order to show them talking on "The Business Outlook," sees business passing through a regular cycle similar to that of previous years.

down the layman's prejudice is through aggressive education as to home office intentions.

Linfonte Reelected President

C. W. Linfonte, American Casualty New Jersey claim manager, was re-elected president of the New Jersey Casualty & Utilities Claim Men's Pro-tection Association at its annual meeting last week. Other officers elected were: Vice-president, B. J. Mackey, Bankers Indemnity. W. M. Kearns, Liberty Mutual, and E. I. Bell, New Jersey Bell Telephone Company, were Jersey Bell Telephone Company, were reelected secretary and treasurer, respectively. A. J. Childs, Aetna Casualty; D. V. Crosta, Glens Falls Indemnity, and E. L. Cushing, Public Service Corporation of New Jersey, were elected to the board of governors. President Linfonte reported a membership of 58.

Hyre Takes Louisville Post

C. T. Hyre, assistant superintendent of the bond department in the Detroit office of the Fidelity & Casualty, has been made superintendent of the bond department at the Louisville branch, in charge of C. L. Nelson. Mr. Hyre is an experienced bond man and well qualified experienced bond man and well qualified for his new position.

Announcement!

The Fuller Adjustment Company will continue to operate just as it has in the past under the management of the organization which the late Guy H. Fuller established and developed.

The name Fuller Adjustment Company will be retained as will the entire staff of 16 experienced adjusters and personnel. This is in accordance with Mr. Fuller's wishes.

The present position and intention of The Fuller Adjustment Company can be best expressed by reprinting here part of a letter recently sent to all clients and friends of the company:

> "During the past few years our business had reached such proportions that it was physically impossible for one man to carry the load, and it was necessary for the burden to be shared. Accordingly, responsibilities were so divided that in his absence, the machine continued to function smoothly and efficiently.

> We know Mr. Fuller would have us carry on, and since the entire personnel of the organization is in full accord with his wishes, we therefore announce to our friends and patrons that. as a token of respect, as an indication of the loyalty of our entire personnel, and as a permanent monument to his memory, we will carry on with the work of the organization which he founded and fostered.

> "We earnestly solicit an opportunity to demonstrate that Mr. Fuller's labor was not in vain, and that we are prepared to continue to give the careful efficient service which has become the trademark of the Fuller Adjustment Company.

The Fuller Adjustment Company

Oklahoma City Office 215 Mercantile Bldg. Carl Edwards, Mgr.

Tulsa Office 440 Philcade Pldg L. M. Hallock, Mgr.

ESSENTIALLY

agency companies, recognizing the value of full cooperation by the Home Office with men in the field.

United States Fidelity and Guaranty Company

R. HOWARD BLAND, President

Fidelity and Guaranty Fire Corporation

R. HOWARD BLAND, President

FRANK A. GANTERT Vice-President and General Manager

Home Offices BALTIMORE, MARYLAND

TODAY IS YOURS!

To spend time regretting the days that are gone is the height of folly. Yesterday can never be recalled. but today is yours!

never be recalled, but today is yours!

The past has, however, left us one gift of great value, namely, experience. Everybody makes mistakes, but it is the successful man who is wise enough to profit by his own mistakes as well as by the mistakes of others; he does not make the same mistake over again. Fortune is on his side because, guided by his past experiences, he always chooses a course upon which fortune will naturally smile.

OUR PRESENT POLICIES INCLUDE:

Ordinary Life Intermediate Life Industrial Life Franchise Automobile (Personal)
Commercial Accident and Health Railroad Installment

Monthly Accident and Health Industrial Accident and Health Group Accident and Health

WASHINGTON FIDELITY NATIONAL **INSURANCE COMPANY**

H. R. KENDALL

1737 Howard Street, Chicago

G. R. KENDALL President

Re-Insurance **Excess Re-Insurance** Catastrophe Hazard

DEE A. STOKER

RE-INSURANCE UNDERWRITED 2111 Daily News Bldg. CHICAGO

All Lines but Stressing Excess Fire Reinsurance General Classifications

CASUALTY PERSONALS

J. W. Smiley, president of the Penn-Pa., is Besylvania Casualty, Lancaster, Pa., is spending a few weeks in Florida. Be-fore his departure Mr. Smiley and his fore his departure Mr. Smiley and his associates had completed all arrangements for handling the business of the Federal insurance companies of Reading, which were taken over by the Pennsylvania Casualty a few months ago. The Pennsylvania Casualty is now writing business at a rate in excess of ing business at a rate in excess of \$600,000 a year. A branch office and claim department has been established at Reading in charge of John D. Eisenbrown, vice-president of the Pennsylvania Casualty, who was formerly with the Federal companies.

L. H. Lippincot, head of the Maryland Casualty sales school, is lecturing on insurance at Johns Hopkins University in Baltimore.

W. C. Avery, who is retiring as assistant to Vice-president T. C. Lyman of the Central West Casualty to join the Zurich in Chicago, was tendered a testimonial dinner by his friends in the insurance business in Detroit last week.

H. S. Wheelock, at one time general manager of the New England Burglary

manager of the New England Burglary Insurance Company and resident man-ager of the New England Casualty in Boston, died at his home in Braintree, Mass., last week, aged 76 years. Born in Nova Scotia, Mr. Wheelock went to Boston as a boy. He early entered the insurance office of Curtis & Milton Clark and passed along to different positions from policy writer to bookkeeper and cashier.

bookkeeper and cashier.
For seven years he was special agent of the Royal for New England and for six years New England manager of the Northern of London. After he served as general manager of the New England Burglary he became resident manager of the New Amsterdam Casualty and when he retired was a public aduster

with an office in the agency of Kaler, Carney & Liffler in Boston. He was a charter member and one time chair-man of the executive committee of the New England Insurance Exchange.

E. A. Luther, newly appointed agency superintendent of the Consolidated Indemnity of New York, will make his headquarters at St. Louis for a time.

Taken ill on a train, A. W. Fisk, assistant manager fidelity and surety department of the United States Casualty, was removed to a hospital in Altoona, Pa., where he died shortly afterward. Mr. Fisk had left New York for Lima, O., on a business trip. He was 47 years

O., on a business trip. He was 47 years of age.
Mr. Fisk entered the business in the Fidelity & Deposit in Baltimore. Later he joined the surety department of the Globe Indemnity at the home office and then went with the Standard Accident where he helped in the development of th where he helped in the development of that company's fidelity and surety de-partment. About six years ago he joined the Commercial Casualty as resident vice-president in San Francisco. A year ago he resigned and joined the United States Casualty.

James F. Smrz, on the occasion of his retirement as industrial engineer for the Southern Surety and Home Indemnity, was honored by a gathering of his associates who presented him with a fountain pen and smoking set. Mr. Smrz is opening an independent engineering and inspection office, which is located with A. L. Ladd & Co. in the Insurance Exchange hidding. change building.

Wade Fetzer, head of W. A. Alexonder & Co., of Chicago, and Mrs. Fetzer are vacationing at Boca Grande, Fla. They have with them their two daughters Mary Jane, and Mrs. John H. Sherman and two of their grandchildren, Jackie and Peggie Sherman.

NEWS OF THE COMPANIES

Pennsylvania Surety Vice-President Is Appointed Agency Director of Philadelphia Company

J. Ray Donahue, who has been vice-J. Ray Donahue, who has been vice-president and head of the production department of the Pennsylvania Surety, has been appointed agency director for the Commonwealth Casualty of Phila-delphia. Mr. Donahue was connected with a general agency in Pittsburgh and gained a fine experience in general insurance lines before joining the Old and gamed a fine experience in general insurance lines before joining the Old Republic Casualty as agency manager. When the Pennsylvania Surety took over the Old Republic, Mr. Donahue became vice-president and head of the production department. He is regarded as one of the live, aggressive young as one of the live, aggressive young agency men of the country.

The appointment of Frank P. Martin

as head of the Commonwealth Casualty is also announced. He has held a sim-ilar position with the Pennsylvania Surety. Before that he served as Pitts-burgh claim manager for the Travelers.

Consider Detroit F. & S. Deal

LANSING, MICH., March 4.—Minority stockholders of the Detroit Fidelity & Surety met in the insurance department offices here to discuss the department offices here to discuss the consolidation of the company with the Lloyds Casualty group. A committee of five was named by V. M. Gore, Benton Harbor attorney, who presided at the session, to make a study of the stock transfer proposal.

Donahue with Commonwealth | Lloyds Casualty's Figures

New Annual Statement Shows That the New Administration Has Gotten Results

The annual statement of the Lloyds Casualty is of interest because this is the first annual financial exhibit coverthe first annual financial exhibit covering a full year's transactions since the company engaged in multiple casualty lines. It made its change after the middle of 1929. Its assets are \$5,973,832; premium reserve, \$1,660,887; claim reserve, \$1,398,368; capital, \$2,000,000; net surplus, \$625,074.

There are other interesting features regarding the statement. The decrease in surplus is due almost entirely to depreciation of market value of invest-ments, and the increase in reserves. When M. Daniel Maggin became vicepresident and general manager, he immediately initiated a new policy. He introduced economies that decreased the overhead expense very materially. He cut off expensive connections that had proved unprofitable. He adopted a far more conservative underwriting policy,

which resulted in a very sharp decrease in premiums.

The assets are put in at a bedrock basis, and can be converted into cash on short notice. This discloses the fact that the company has no frozen investments. ments.

Last year, it wrote in net premiums \$5,300,000. It is interesting in this connection to know that it maintains leadership in the plate glass field, as its plate glass premiums were over \$700,000. Mr. Maggin will further reduce

caref

Marc

D. Cand noun presi Curr super Geor repre town vann rang

era1 appo date

the premiums this year. His policy will be to reach out for the more profitable lines, underwriting the business carefully and extend the operations in smaller agencies.

Enters Two More States

The Great National of Washington, D. C., has been licensed in Delaware and Maryland, according to an announcement by Spencer B. Curry, vice-president and general manager. Mr. Curry has spent several weeks recently experient of agency Curry has spent several weeks recently supervising the establishment of agency representation for the company in Georgia, thus completing a chain of representation in all of the cities and towns from Washington south to Savannah. The company is now considering applications for agencies in Maryland and Delaware, and expects to arrange for representation in these two states very shortly.

Meigs Vice-President

H. G. Meigs, of the Milwaukee general agency of Meigs & Cope, has been appointed vice-president of the Consolidated Indemnity of New York.

Detroit F. & S. in Casualty

The Detroit Fidelity & Surety, which has been exclusively a writer of bonds,

PREPARE for the SPRING PUSH

T HE best months to sell automobile insurance are just ahead. Now is the time to plan the spring campaign, work out the details and line up with a proven automobile company such as the BELT CAS-UALTY.

The BELT specializes in complete automobile insurance. Its high quality policies give complete protection at an astounding low rate. Its nation-wide service affords prompt service to its policyholders anywhere, anytime.

Prepare for the Spring Push. Investigate the established BELT proposition thoroughly. Write C. M. Nichols for information.

BELT CASUALTY COMPANY

Affiliated with Belt Fire Insurance Co.

Home Office 4750 Sheridan Road Chicago, Illinois

is preparing to enter the casualty field. The change is probably part of the new setup of the Lloyds Casualty group incidental to the Federal Surety becoming exclusively a reinsurer. Many Federal Surety agents will probably be transferred to the Detroit F. & S.

Kemper Companies' Figures

Cash assets of \$15,001,456 are shown by the annual statement of the Lumber-men's Mutual Casualty, an increase of 28.9 percent. Net cash surplus is over \$2,100,000, in addition to a contingency reserve of \$1,000,000. Earnings for 1930 were \$2,657,014, an increase of 15.2 per-

The American Motorists had cash assets of \$3,414,013, an increase of 25.1 percent, and surplus to policyholders, \$1,010,187. Premium income increased 22.4 percent in 1930.

Ohio Cas.—Assets, \$3,165,139; unearned prems., \$1,310,990; loss reserve, \$206,151; liability reserve, \$390,671; capital, \$600,000; surplus, \$523,999. Experience: 3,999. Experience Prems. Losses

Accident	\$ 19,653	\$ 14,589
All automobile	2,135,126	1,462,575
Other liability	66,741	28,784
Fidelity	40,285	4,384
Surety	214,767	12,039
Plate glass	104,378	46,543
Burglary and theft.	49,298	19,833
Other P. D. and coll.	6,046	1,235

Total\$2,636,294 \$1,589,982

* * * *

Celina Mut. Cns.—Assets, \$419,870; unearned prems., \$87,719; loss reserve, \$14,403; liability reserve, \$115,737; commissions, etc., due, \$6,600; surplus, \$194,063.

Experience:

Prems.		Losses
93,685	\$	40,490
13,266		10,143
2,384		1,174
11,552		5,009
1,587		163
43,530		19,708
27,889		23,512
193,896	\$	100,202
	93,685 13,266 2,384 11,552 1,587 43,530 27,889	93,685 \$ 13,266 2,384 11,552 1,587 43,530

* * *
Fraternal Protective—Assets, \$667,026; unearned prems., \$156,976; loss reserve, \$54,272; non-canc. accl. and health reserve, \$5,026; commissions, etc., due, \$1,683; capital, \$100,000; surplus, \$334,-Experience:

Accident & health\$	481,122	\$ \$	205,597
Non-canc, H. & A	100,461		43,886
Total	581,583	\$	249,484

Mercer Cas.—Assets, \$772,617; unearned prems., \$132,979; loss reserve, \$23,648; liability reserve, \$134,138; commissions, etc., due, \$11,749; capital, \$300,000; surplus, \$165,239. Experience:

	Prems.	Losses
Auto liability\$	167,682	\$ 41,056
Other liability	661	
Fire auto	26,186	13,587
Cargo	1,957	121
Plate glass	149	*****
Burglary and theft.	25,127	8,739
Auto tornado	2,806	84
Auto prop. damage	69,365	21,990
Auto collision	43,530	36,615
Other P. D. and coll	5	
-	-	

Total \$ 337,468 \$ 122,213

** * *
Constitution
995; unearned prems., \$969,956; loss reserve, \$302,314; liability reserve, \$340,0356; comp. reserve, \$389,601; commissions, etc., due, \$73,332; capital, \$1,250,000; surplus, \$1,991,411. Experience:

	Prems.	Losses
Accident\$	36,696	\$ 15,597
Health	6,059	2,198
Auto Liability	404,563	516,567
Other liability	253,581	71,095
Workmen's Comp	580,265	474,298
Fidelity	79,910	32,835
Surety	175,376	158,493
Plate glass	69,227	28,978
Burglary and theft.	60,370	23,590
Auto prop. damage.	294,754	173,050
Auto collision	55,053	41,815
Other P. D. and Coll.	18,924	4,463
Water damage	1,061	394

Total\$2,035,845 \$1,543,379

* * *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *

** *



Jewelry Insurance

Jewelry Insured against Loss of Any Kind \ Any Time \ Any Where Coverage is "All Risks in All Situations"

A.F. Shaw & Co., Inc.
Insurance Exchange 75 Maiden Lane

New York City Chicago, Ill.

General Agents v. *All Risks* Department St. Paul Fire and Marine Insurance Co.

Illinois Casualty Company SPRINGFIELD. ILLINOIS

You Should Have a Strong Automobile Company in Your Office!

ALL FORMS — FULL COVERAGE — IN ONE POLICY INDEPENDENT RATES

Policyholders Surplus \$375,000.00 Total Assets over \$600,000.00 Licensed in Illinois, Iowa, Michigan, Missouri and Indiana



Write or Telegraph

Paul W. Pickering

Secretary-Treasurer

For Open Territory

EXCESS

INSURANCE COMPANY OF AMERICA

JAMES GIBBS, President

CASUALTY AND SURETY REINSURANCE **EXCESS AND SHARE**

Executive Offices:

84 William Street, New York City Telephone: Beekman 0890

The

Personal Appeal

You can advertise shaving soap to advantage because most men are acquainted with whiskers and the methods of doing away with them.

Nobody really wants to be fat, (as the writer well knows) so many take the advice to reach for a smoke instead of a sweet. These are personal things, and hit us close to home, showing how strong the appeal to some-thing which affects us closely.

More seriously, but as truly personal, health and accident insurance has its appeal to the man whose general line you'd like to write.

It's the entering wedge.

MAIL COUPON



inter-				Cin	eln	nati	, Oh	ita.	
offer we								have co.	

NAME			 	 0	0	0	۰			 0 1	 	۰						0	0	0						 	
STREET		 	 	0		0		٠	۰	 		٠		0	0	0.0			0	0		0	0	0	0 1	 	,
CITY .									*		 						 					D	V	,1	J	7	7

WINZER & CO.

CERTIFIED PUBLIC ACCOUNTANTS Specializing in

INSURANCE ACCOUNTING

29 S. La Salle Street CHICAGO

Reduce Insurance Rates

Recommend
JUSTRITE OILY WASTE
AND SAFETY CANS
proved and Labeled by the Underwriters Labe
us and Associated Factories Mutual Insurance C

JUSTRITE MANUFACTURING CO 2067 SOUTHPORT AVE. CHICAGO, ILL.

Fire Company desires making arrangement with Casualty Company to write combined automobile policy in states of Ohio and Michigan, Address S-94, The National Underwriter.

MAN AVAILABLE

Twenty years experience Fire and Casualty lines in home office, field and local agency desires field or branch office position. Mid-dle West Territory preferred. Address S-95, The National Underwriter.

Experienced Surety Bond Special Agent and Underwriter
Seven years in agency and company connections. Desires position with agency or company anywhere in United States. Available March fifteenth. Knows business thoroughly, Has successful producing and underwriting record. Address S-99, The National Underwriter.

serve	fund,	\$535,165;	surplus,	\$1,290,687.
Experi	ence:			

	T. C. C. LELCO.	LAUGACA
ceident & health	8 117,207	\$ 63,418
uto liability	580,604	347,048
ther liability	82,653	16,630
Vorkmen's comp	1,766,065	1,180,827
late glass	2,048	819
Burglary & robbery		3,441
uto prop. damage	297,320	98,615
uto collision	227,072	178,259
other P. D. and coll.	2,463	1,678
uto fire, theft & tor.	124,758	40,299

Total\$3,200,194 \$1,931,036 * * *

Home Plate Glass—Assets, \$88,021; unearned prem., \$3,866; loss reserve, \$138;
commissions, etc., due, \$274; capital,
\$30,000; surplus, \$52,804. Experience:

Prems. Losse.
Plate glass \$ 9,335 \$ 2,

Madison Co. Mut. Auto., III.—Assets, \$122,228; unearned prems., \$31,879; lia-bility reserve, \$15,000; surplus, \$75,348.

Auto liability \$ 55,329 \$ 37,503 Auto prop. damage and collision . . . 89,109 \$2,847 Total \$ 141,438 \$ 120,350 * * *

	Prems.	L	osses
Auto liability\$	228,020	\$	44,784
Auto fire, trans	37,074		10,806
Auto, hail & tornado	5,077		726
Auto theft	45,608		11,229
Auto prop. damage.	90,326		30,686
Auto collision	131,192		63,065
Inland marine	5,208		3,238
to the same of the		-	-

Total\$ 542,505 \$ 164,531 * * *

Commercial Tray. Mut. Acc.—Assets, \$3,075,684; loss reserve, \$1,123,781; liabil-ity reserve losses, \$869,908; surplus, \$919,-192. Experience:

Prems. Losses
Accident\$4,328,285 \$3,426,843

* * *

Manufacturers & Whse. Indem. Exch., Colo.—Assets, \$243,357; unearned prems., \$63,593; loss reserve, \$14,300; surplus, \$161,768. Experience;

	Prems.	Losses	
Auto liability \$	94,518	8	34,424
Burglary & robbery	1,217		338
Auto prop. damage.	41,000		14,991
Auto collision	12,302		2,517
Auto fire	13,608		1,433
Auto theft	11,957		3,363
Water 1	184 005		

Accident	15	\$ 217
Auto liability	367,712	240,771
Surety auto fire	102,485	42,403
Plate glass	-2,997	1,338
Burglary and theft.	62,939	27,136
Auto prop. damage.	316,366	112,006
Auto collision	73,123	69,383
Total 8	919 645	£ 402.958

etc., due, \$58,444; capital, \$571,760; surplus, \$246,030. Experience:

	Prems.	Losses		
Auto liability\$	238,819	\$	11,448	
Other liability	55,628		1.450	
Workmen's comp	84,690		11,662	
Fidelity	12,404		536	
Surety	152,553		386	
Auto prop. damage.	86,298		9.361	
Auto collision	4,767		2.710	
Compulsory auto	165,032		24,495	
Total	800,194	\$	62,046	

Mass. Plate Glass—Assets, \$343.695; unearned prems., \$36,031; loss reserve, \$7,500; commissions, etc., due, \$5,836; capital, \$200,000; surplus, \$70,742. Ex-

* * *

Prems. I. Plate glass\$ 59,884 \$

Smoke Out Small Fry Embezzlers

(CONTINUED FROM PAGE 37)

proved when banks more generally realproved when banks more generally realize the economy of not believing too whole-heartedly in the power of the bank examiner and will institute their own check-ups by certified public accountants, a good time being soon after the bank examiners have made their inspection and the unrevealed embezzler is satisfied that the coast is clear again.

Post mortems indicate that more careful procedure would have prevented many serious losses.

More Authority for Chicago Branch Is Asked of Beha

CONTINUED FROM PAGE 37)

In support of their contention that to In support of their contention that to give the Chicago office greater authority would provide better and quicker service for Chicago business, the general agents and branch managers, advocating the plan, point out that there has been a noticeable improvement during the year that the Chicago branch has been handling argan rating. This business handling argan rating. This business handling argan rating. been handling garage rating. This business is working out much better, they state, than when these rates had to be submitted to New York.

The theory that there is an advantage

Auto prop. damage. 41,000 14,981
Auto prop. damage. 41,000 14,981
Auto collision 12,302 2,517
Auto fire 13,608 1,433
Auto theft 11,957 3,363

Total \$174,605 \$57,069

* * *

Wis. Auto.—Assets, \$769,989: unearned prems., \$416,580; loss reserve. \$56,556; lability reserve, \$214,883; commissions due, \$28,060; surplus, \$53,909. Experience: Losses Accident \$15 \$217
Auto llability 361,712 240,777
Auto llability 361,712 240,777
Surety auto fire 102,485 42,403
Plate glass — 2,997 1,338

Total \$919,645 \$493,258

Total \$919,645 \$493,258

Total \$919,645 \$493,258

Time Ins. Co., Wis.—Assets, \$275,169; unearned prems., \$43,586; loss reserve, \$75,000; commissions, etc., due, \$4,010; capital, \$75,000; surplus, \$73,043. Experience: Prems. Losses Accident and health. \$477,484 \$201,081

Concord Cas. & Sur.—Assets, \$1,255, 324; unearned prems., \$257,797; loss reserve, \$2,241; llability reserve, \$8,5185; commissions, auto, \$21,339; commissions, if his responsibilities were increased.

ECONOMICAL AND EFFICIENT SERVICE

AUDITS

BURGLARY PAYROLL

SPECIAL

INSPECTIONS

COMPENSATION — LIABILITY — PLATE GLASS — BURGLARY — ELEVATOR

ATWELL, VOGEL & STERLING, Inc.

330 SO. WELLS ST.

CHICAGO

Twelve Other Service Offices in Thirty-One States

REINSURANCE

MUST BE TAILOR-MADE TO FIT EACH INSURER'S INDIVIDUAL NEED. MUST BE ALWAYS FLEXIBLE, TO MEET THE PROGRESS OF THE BUSINESS.

CASUALTY COMPANIES PROCURE SUCH RE-INSUR-ANCE SERVICE FROM

> EMPLOYERS REINSURANCE CORPORATION KANSAS CITY



MONARCH FIRE INSURANCE COMPANY

CLEVELAND, OHIO

Statement December 31, 1930 Ohio Basis

ASSETS

Bonds-Market Value.\$1,797,300.00 Stocks-Market Value 1,020,794.00 -\$2,818,094.00 Real Estate—Market Value..... 391,085.50 352,340.33 Mortgage Loans Cash in Banks and Office..... 122,059.19 Agents' Balances written Subse-325,282.56 quent to October 1..... Deposits with Underwriters' Associations 1,100.00 Reinsurance Recoverable on Paid 5,338.09

Accrued Interest and Rents.....

LIABILITIES

 Outstanding Losses
 \$ 198,006.00

 Unearned Premium Reserve
 1,207,883.35

 Taxes, Expenses and all other Liabilities
 98,360.27

 Total Liabilities, except Capital
 \$1,504,249.62

 Capital
 \$1,000,000.00

 Surplus
 1,532,989.52

 2,532,989.52

\$4,037,239.14

21,939.47

\$4,037,239.14

OFFICERS

RICHARD INGLIS, Chairman of the Board

RALPH RAWLINGS, President
A. R. HORR, Vice-President
ROBERT J. BULKLEY, Vice-President
EDWARD T. LYONS, Vice-President

WILLIAM R. DALEY, Secretary
J. ARTHUR HOUSE, Treasurer
FRANK J. GREER, Assistant Secretary
FRED S. STEWART, Assistant Secretary

J. J. HUNTER, Assistant Treasurer

BOARD OF DIRECTORS

W. M. Baldwin, President, The Union Trust Company of Cleveland.

Hon. Robert J. Bulkley, Bulkley, Hauxhurst, Jamison & Sharp, Attorneys.

Wm. R. Daley, Otis & Co.

F. J. Griffiths, President, Republic Research Corp.

Dan R. Hanna, President, The Cleveland Co., Publishers of the Cleveland News.

A. R. Horr, Vice-President, The Cleveland Trust Co.

J. Arthur House, President, The Guardian Trust Co. of Cleveland. Richard Inglis, Otis & Co.

P. W. Litchfield, President, The Goodyear Tire & Rubber Company.

S. Livingston Mather, Vice-President, The Cleveland-Cliffs Iron Company.

Geo. A. Martin, President, The Sherwin-Williams Co.

C. R. Messinger, President, Oliver Farm Equipment Co.

C. O. Miniger, President, Electric Auto-Lite Co.

Truman H. Newberry, Detroit.

H. K. Oakes, Vice-President, Bethlehem Transportation Co. Ralph Rawlings, President.

Arthur H. Seibig, President, Central United National Bank, Cleveland, Ohio.

Corliss Sullivan, Chairman of the Board Central United National Bank, Cleveland, Ohio.